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# PRELIMINARY STUDY FOR A TRANSPORTATION LINK BETWEEN THE PORT OF BELLEDUNE, NEW BRUNSWICK AND THE PORT OF CORNER BROOK, NEWFOUNDLAND

Prepared for

The Chaleur Regional Development Commission

Prepared By

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# MARINE TRANSPORTATION LINK

# PORT OF BELLEDUNE
# &
# PORT OF CORNER BROOK

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## 1.0.0 Introduction

The decision to study a proposed link between the Port of Belledune, New Brunswick, and Corner Brook, Newfoundland, came after many preliminary discussions with people from all walks of life. Previous studies had recommended a more detailed analysis into the possibility.

The terms of reference were drawn up after receiving input from the private and public sectors. These terms have been followed throughout the study with monthly meetings taking place between the steering committee and Crosswaters Trade Brokers Ltd. representatives.

Because of the many factors involved, we have found it necessary to add sections in order to present the negative and positive aspects of the various types of services we were asked to examine. On some occasions, we shortened our research after meeting and discussing certain aspects of the study with experts in the shipping industry. These two factors have allowed us to present a more practical view that will be of much greater use in the future.

Meetings have been held with Government Departments, Organizations and Private Companies connected to the marine industry. These meetings have taken us to Ottawa, Montreal and throughout Atlantic Canada. We also have made contacts in the United States and Europe in order to obtain information necessary to carry this proposal further.

In general, we were greeted with excitement and guarded optimism. Changes to our approach have been suggested and are reflected in our study. It should be pointed out that throughout our discussions there has never been a suggestion that it would be impossible, from a technical view point, to introduce some type of transportation link between the Port of Belledune and the Port of Corner Brook, Newfoundland. However, for the next step analysis must be completed to confirm the viability of this operation.

## 1.1.0 Proposal

Crosswaters Trade Brokers Limited was awarded a contract by the Chaleur Regional Development Commission to complete a preliminary feasibility study for the viability of establishing a new transportation link between the Port of Belledune , New Brunswick, and the Port of Corner Brook, Newfoundland. The mandate focused on the potential to establish a ferry service between the two ports as indicated in an earlier study entitled *Opportunities Identification Study for the Port of Belledune.*

## 1.2.0 Impact Area

The study concentrated on the areas around the Port of Belledune and the Port of Corner Brook, however, regional and provincial impacts were included when they were pertinent.

## 1.3.0 Method

1.3.1 The study presents the nature and potential of establishing a ferry service between the two ports by summarizing existing data, surveying existing clientele, and interviewing transportation executives, users, and service providers.

1.3.2 All costs to establish this service were derived by comparison analysis and should be considered preliminary.

### 1.4.1 Port of Belledune

Location: 47.55N 66.51W

The Port of Belledune is located in northern New Brunswick on the Bay of Chaleur. It is a year-round port capable of docking large ocean-bound vessels. The port currently has three main docks, two on the jetty handling bulk cargo and one dock on shore for general cargo. The latter has a storage shed, as well as rail and road services. The port does not have roll-on/roll-off facilities.

The Port of Belledune has eight major users. The largest volumes are shipped by N.B. Power and Noranda. In 1998, 116 ships docked at the port. They transported more than 2.2 million tons of cargo.

Since 1994 the port has enjoyed tremendous growth. (See Table 1.1.0) Total tonnage has grown at an annual compounded rate of approximately 19 percent.

Table 1.1.0 Port of Belledune Shipping 1994 to 1998

| Year | Number of Vessels | Total Tonnage* |
|---|---|---|
| 1994 | 50 | 1.1 |
| 1995 | 58 | 1.6 |
| 1996 | 70 | 1.4 |
| 1997 | 104 | 2.1 |
| 1998 | 116 | 2.2 |

* Millions of tons
Source: Port of Belledune

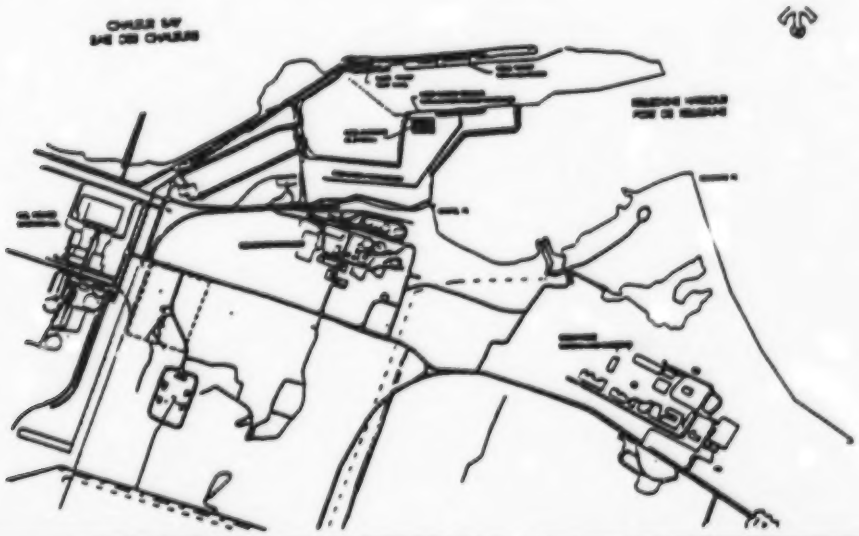
Coal and ore concentrate represent the largest volume of bulk products shipped at the Port of Belledune. These and other products shipped at the port are listed in Table 1.2.0.

Table 1.2.0 Port of Belledune Products Handled 1998

| Products Handled | Volume In | Volume Out | Total Tonnage |
|---|---|---|---|
| Newspaper | | 1,785 | |
| Woodpulp | 28,506 | | |
| Lead | | 126 | |
| Wood (Cords) | 3,194 | | |
| Sulphuric Acid | | 149,069 | |
| Petroleum | 74,978 | | |
| Coal | 1,137,116 | | |
| Coke | 71,325 | | |
| Lead Concentrate | 85,730 | | |
| Gypsum | | 183,232 | |
| Copper | | 5,351 | |
| Zinc Concentrate | | 477,455 | |
| Totals 1998 | | | 2,217,867 |

Source: Port of Belledune

DIAGRAM 1.1.0 Port of Belledune Current Layout



### 1.4.2 Port of Corner Brook — Location 48.57N 57.57W

The Port of Corner Brook is located on the west coast of the Island of Newfoundland, on the south shore of the Humber Arm, Bay of Islands. The port offers transporters a large, sheltered, deep water port with year-round capabilities. At the port there are three oil terminals, a paper mill wharf, a bulk cement terminal, a public wharf and container handling facilities.

In 1997, a total of 309 vessels docked at the Port of Corner Brook. They transported 743,500 tons of cargo. The number of ships docking at the port in 1997 increased by 60 vessels over the previous year.

Table 2.1.0 Port of Corner Brook Shipping 1996-97

| Year | Number of Vessels | Total Tonnage* |
|---|---|---|
| 1996 | 249 | 641 |
| 1997 | 309 | 744 |

* thousands of tons
Source: Port of Corner Brook

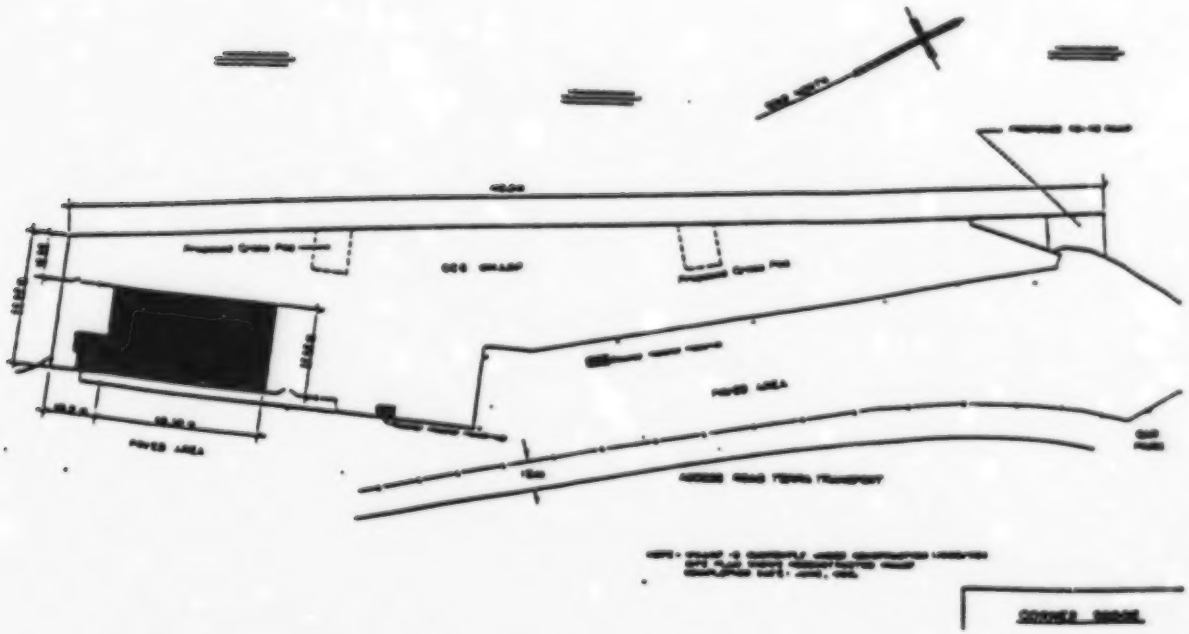
General freight, bulk commodities and container traffic represent most of the products shipped to or from the Port of Corner Brook. Products shipped at the port are listed in table 2.2.0.

Table 2.2.0 Port of Corner Brook Products Handled 1997

| Products Handled | Volume In | Volume Out | Total Tonnage |
|---|---|---|---|
| Newsprint<br>Oil Products<br>Cement<br>Autos<br>General Cargo<br>Fish Products<br>Bulk Salt<br>Dimension Stone | Specific cargos could be considered proprietary information. Therefore, the Port of Corner Brook did not provide the specific volumes. | | |
| Totals 1997 | 345,939 | 397,568 | 743,507 |

Source: Port of Corner Brook

DIAGRAM 1.2.0 Port of Corner Brook Current Layout



### 1.4.3 Marine Distance

The distance between the Port of Belledune and Corner Brook is:

- 334 nautical miles, or
- 376 standard land miles, or (nautical miles x 1.125)
- 601 standard kilometers (standard miles x 1.60)

## 1.5.0 Reference Materials

Reference materials for this study were acquired from various sources, including provincial and federal government departments, Statistics Canada, Atlantic Provinces Transportation Commission, Port of Belledune, Port of Corner Brook, and in-house surveys and interviews.

## 1.6.0 Study Presentation

The findings of this study are presented in an easy-to-read manner. Facts, surveys and interpretations are displayed so as the reader can draw his/her own conclusions.

## 1.7.0 Limitations

1. Port of Belledune and The Port of Corner Brook.
2. Regions Around the Ports.
3. The Atlantic Provinces( Tourism).
4. Preliminary Overall Results.

The study contents are focused on the areas around both ports, however, regional and provincial concerns were addressed when pertinent.

## 1.8.0 Anticipated Results

It is anticipated that this study will be a marketing tool to promote the further development of this transportation link between New Brunswick and Newfoundland.

## 2.0.0 Executive Summary

The feasibility results to establish a marine transportation link between the Port of Belledune and the Port of Corner Brook has resulted in a consensus that initially some type of link would be viable with an opportunity to add services in the future. The result of this preliminary investigation is that a detailed business plan is warranted.

The Port of Belledune and the Port of Corner Brook are compatible in many ways. In 1998 the Port of Belledune received 116 vessels carrying 2.2 million tons of cargo. The Port of Corner Brook in 1997 received 309 vessels carrying 744,000 tons of cargo. The ports are 334 nautical miles apart. They are both located within one degree latitude of each other. Both are year round ports with some ice breaking requirements.

Although the cost of infrastructure requirements is estimated at $9.5 million at Belledune compared to $1.3 million at Corner Brook, the Belledune cost would be considerably less if a full service vessel was not used.

The study examines three types of vessels:

1. Freight Only
2. Fast Ferry
3. Full Ferry

AFTER CONSIDERABLE INVESTIGATION AND CONSULTATION WITH MARINE INDUSTRY EXPERTS, IT WAS DETERMINED THAT THE MOST LIKELY OPTION WOULD BE A FREIGHT FERRY PRIMARILY FOR TRUCKS AND/OR THEIR CARGO. BECAUSE OF THE ADDITIONAL COST OF ADDING A TRUCK STOP ENVIRONMENT, INCLUDING SLEEPING ACCOMMODATIONS, THE MOST LIKELY SERVICE WOULD INCLUDE TRAILERS ONLY, THAT WOULD BE LOADED AND UNLOADED BY STEVEDORES CREATING ADDITIONAL EMPLOYMENT AT BOTH PORTS. THIS SERVICE WOULD BE YEAR ROUND WITH A MINIMUM OF TWO TRIPS PER WEEK.

The second most likely service would be a seasonal fast ferry mainly for automobiles and passengers. It has been determined that the traffic pattern peaks during the months of July and August, therefore, this type of service using the Incat 046 or something similar could be

daily allowing 9 hours per crossing, but would be limited to a 3 to 4 month period. It should be noted that a 9 hour fast ferry trip could be brutal. Speed may have to be reduced to improve comfort, thus, extending the time to cross.

The third option was a full service ferry with a collapsible deck. We were able to locate such vessels that are reasonably priced on the world market. However, the length of time per crossing and the fact that the vessel would be designed mainly for passengers, would mean potential full load capacity during the summer months, leaving a very expensive infrastructure not utilized during the remainder of the year. This would make it very difficult to operate at a profit, unless other sources of revenue could be found. It also had been suggested that bulk cargo could be added, but there was absolutely no interest in the private sector because of the limitations and restrictions involved. Bulk ships are completely different as is the land based infrastructure requirements.

MARINE EXPERTS BELIEVE THAT A FERRY SERVICE FROM BELLEDUNE TO CORNER BROOK SHOULD BE OPERATED BY PRIVATE INTEREST. It has been determined that companies operating similar services are willing to do their own analysis. Many private companies that are in the export or transportation industry have shown their interest in a joint venture.

Presently, Newfoundland is served mainly from North Sydney to Port Aux Basque or Argentia. A freighter type ferry service is also provided from Montreal to St. John's with a weekly service from Halifax to St. John's to Corner Brook and returning to Halifax. In 1997 a total of 1, 678 crossings carrying 412,812 passengers, 115,724 autos and 67,704 trucks were made from North Sydney to Newfoundland.

In 1996, interprovincial imports to Newfoundland represented 4.2 billion dollars. However, only 1 billion dollars of interprovincial exports were recorded. These amounts are very close to today's stats. On the positive side, over 60 percent of imports come from Quebec and Ontario and 10 percent from New Brunswick. It is estimated that 60 percent (420,000 tons) of this amount travels through New Brunswick allowing for enough revenue for a service, if the new link could attract a good percentage of this business. On the negative side, over 60 percent of interprovincial imports and exports go and come to the eastern section of Newfoundland. This would make it necessary for a new service to not only be competitive with Corner Brook but to points east, in order to attract the necessary volume.

Many interprovincial imports are shipped by ferry ,however, smaller amounts of interprovincial exports means less haul backs. An opportunity may exist allowing companies such as the pulp and paper industry to ship their products to Belledune, adding to exports from New Brunswick based mills, in order to cut shipping costs on the world market.

A seasonal service would depend mainly on tourism, with the market in New Brunswick being much larger than the market in Newfoundland. In 1998 New Brunswick reported 1.5 million visitors whereas, Newfoundland reported 372,000 visitors. The Chaleur region estimated 350,000 visitors in 1997, whereas, Corner Brook reported 34,700 visitors during the same year. An opportunity exists for Newfoundland tourism. Presently, only 5% of Newfoundland visitors are from Quebec, and 72 % of the Chaleur tourist are from Quebec. Thus, the potential to increase the Quebec market in Newfoundland is very good.

An opportunity to increase tourism in the Atlantic provinces may also exist. If the proposed link is established, a tourist loop (The Atlantic Experience) could be designed by the four Atlantic Provincial Departments of Tourism. The loop could begin in Belledune where a tourist would travel by ferry to Corner Brook, drive to St. John's and ferry to North Sydney, via Argentia. The tourist could then follow a plan through Nova Scotia, P.E.I. and New Brunswick.

Industries in New Brunswick and Newfoundland, that we have contacted, anticipated potential benefits from a proposed link. Besides the summer tourism benefit, better trucking and shipping rates would improve, helping small and medium sized businesses. INTERPROVINCIAL TRADE AND STRATEGIC ALLIANCES WERE CITED BY LARGE INDUSTRIES AS POTENTIAL BENEFITS FOR THEIR SECTOR.

SMALL INDUSTRIES AND BUSINESSES IN THE CHALEUR AND CORNER BROOK REGIONS PREDICTED EXPANDED MARKETS AS THE GREATEST POTENTIAL BENEFIT FOR THEIR BUSINESS. New business opportunities would also be created by the development of the proposed link. Restaurants, motels, fuel, stevedore, ship and truck maintenance, onboard and terminal services were recognized as potential for new business in both areas.

Time and cost will be the deciding factor, especially for the transportation industry. It has been determined that a truck driving from Montreal to Corner Brook would save 957 kilometers, 18.5 hours, and $644.00 before ferry costs and ferry time, using the proposed

route. An automobile driving the same route would enjoy proportionally the same savings. When operating costs for the ferry and the user fees are considered, the ferry operators have a considerable amount of flexibility because of these savings. When time is considered, the total highway distance saved plays a major role. It should be noted, however, that for a trucking company there is an additional cost for time spent on a ship.

According to an in-house survey of trucking companies in New Brunswick and Newfoundland, two out of every three companies surveyed reported that more marine access and less highway travel would be most beneficial to their companies, when travelling to/from Newfoundland.

During our study the news media reported delays and protests at the terminals. Federal officials were quoted as promising help in the future, the proposed ferry link between Belledune and Corner Brook would help to alleviate these problems.

OUR RECOMMENDATION IS THAT A COMMITTEE FOCUS, AT THIS TIME, ON A FREIGHT ONLY SERVICE, which we are sure has the greatest potential for a successful business plan to attract marine interest. This service could be promoted to the trucking industry pointing out the many advantages. For example, using a ship travelling 16 - 18 knots a truck leaving Montreal using the Belledune service would be in Corner Brook 6 hours before another truck taking the route to North Sydney. The major advantage would be much shorter highway distance saving on wear and tear of tractor and trailer. Secondly, the tractor and driver would be available for further assignments much sooner.

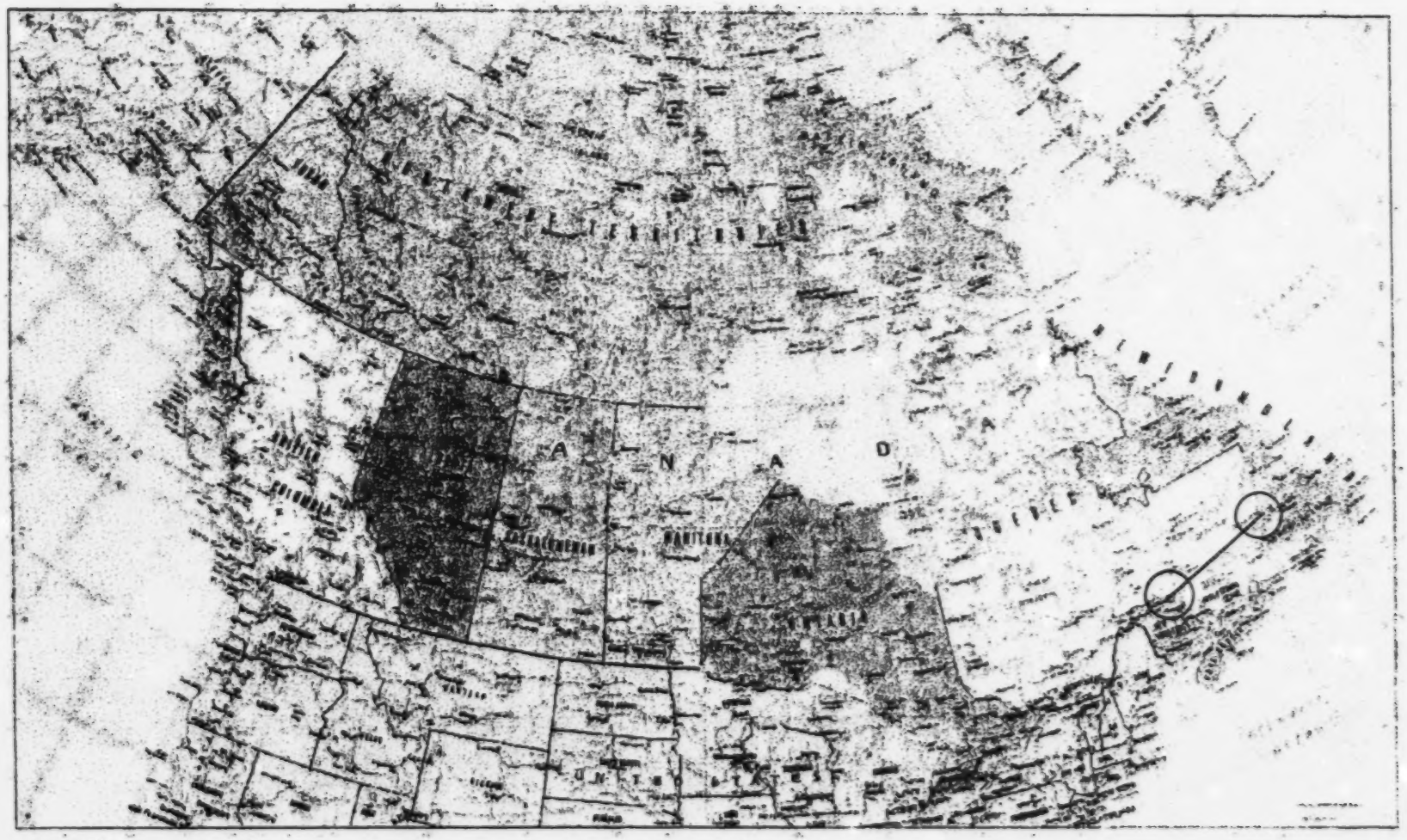
## 3.0.0 Maps

Map 1.0.0 Canada

Map 2.0.0 Proposed Shipping Route

Map 3.0.0 Highway Feeder Routes

Map I.8.6.



Map 2.0.0

**Proposed Transportation Link - Belledune, NB to Corner Brook, NF**

Proposed Transportation Link

Montreal to Belledune 868km

Belledune to Corner Brook 334 Nautical Miles

Existing Transportation Link

Montreal to Sydney 1582km

Sydney to Port aux Basques 94 Nautical Miles

Port aux Basques to Corner Brook 243km

Map 3.0.0

# Highway Feeder Routes to Belledune

Provincial Boundaries ———————

Proposed Ferry/Cargo Route - - - - - - - - - -

Highway Feeder Routes ———————

- The marine distance from Belledune to Corner Brook is 334 nautical miles.
- The average distance, time and cost savings for a truck from Montreal to Corner Brook using the proposed link is 957 kilometers, 18½ hours , and $644.00 less expensive, before ferry fees.
- The average distance, time and cost savings for an automobile from Montreal to Corner Brook using the proposed link is 957 kilometers , 18½ hours , and $394.00 less expensive, before ferry fees.
- In 1997 the existing ferry service made 1,678 crossings, carried 412,812 passengers, 115,724 automobiles, and 67,704 trucks.
- In 1996 Newfoundland's interprovincial trade imports were 4.2 billion dollars, and interprovincial exports were almost one billion dollars.
- Peak tourist, vehicle, and ferry seasonal traffic occurs in July and August.
- In 1998 New Brunswick Tourism reported approximately 1.5 million visitors worth 850 million dollars.
- In 1998 tourism in the Chaleur region was estimated at approximately 379,000 visitors worth 221 million dollars.
- In 1998 Newfoundland Tourism reported approximately 372,000 visitors worth 170 million dollars.
- In 1997 tourism in Corner Brook reported approximately 34,700 visitors worth five million dollars.
- Infrastructure required at the Port of Belledune to develop facilities for the proposed link would cost approximately 9.5 million dollars.
- Infrastructure required at the Port of Corner Brook to develop facilities for the proposed link would cost approximately 1.3 million dollars.
- An estimated 24,000 autos and 7,696 trucks would be required annually to use the proposed service to break even.
- Two out of every three trucking companies surveyed reported that more marine access and less highway travel would be most beneficial to their business.

## 5.0.0 Ferry Service Options

This section explores three optional types of ferry service:

### 5.1.0 Regular Ferry Service

This option provides regular status quo ferry service for cars and trucks on a year-round regular scheduled service in both directions. Marine Atlantic presently provides this service from North Sydney to Port Aux Basques. In 1997, 103,571 automobiles and 67,449 trucks used this service. The preliminary finding of this study is that this type of service may not be ideal for the Belledune to Corner Brook Transportation Link. Marine experts are suggesting the new service should be more specialized. They are suggesting two types of operations. The first should be a regularly scheduled year-round freight (trucks) only. The second should be a seasonal fast ferry primarily for autos.

### 5.2.0 Ferry and Bulk Cargo

Major developments in gas, oil, and mining in Newfoundland have created a renewed interest in the possibility of establishing a new efficient and cost-effective transportation link to the main land. Resource-based companies were surveyed to examine existing and future potential for bulk cargo. This option explores a mix of regular ferry service combined with bulk cargo. Collapsible decks on a ferry-type ship could provide more versatility to generate income. For example, a transport brokerage firm could establish a drop-off service at both ports. On a regular schedule the ship could move the trailers to the other port if the ship was not fully loaded. Some decks could be collapsed to make room for bulk cargo, such as ore.

Unfortunately, marine experts suggest that this combination of passengers and bulk would create major problems with cargo conflicts. Hazardous materials and loading and unloading times were the main reasons cited for not providing this type of service. Experts in the marine field cannot rationalize this combination.

### 5.3.0 Seasonal Fast Crossing

This option provides a second ferry service to be operated during peak tourist seasons. The tourism market in northern New Brunswick indicates that approximately 72% of the tourists originate from Quebec. Visitors from Quebec to Newfoundland account for only 5%, therefore, a nearby fast ferry link may increase Quebec-based tourism in Newfoundland and provide a tourist route including many other parts of the Maritimes. Tourists boarding in Belledune could ferry to Corner Brook, drive to St. John's, board a ferry to North Sydney and drive through to Nova Scotia and New Brunswick.

### 5.4.0 Findings

Initial investigations by the consultant revealed that this study should focus on two types of ferry operations, as follows:

1. Freight Drop Trailers and Containers
   This service would be offered on a regularly scheduled, year-round basis. It should be specific to the trucking industry. The schedule and frequency of crossings should be determined by the trucking industry's requirements. The cost to use this service should be less than the present cost to drive and ferry on the existing routes. (See analysis sections 7.1.1 and 7.1.2)

2. Seasonal Fast Ferry
   This service would be offered on a regularly scheduled, seasonal basis. It should be specific to auto (passenger) needs. The schedule and frequency of crossings would be determined by the demand. The peak tourism season and traffic patterns are from June to September. The seasonal service should be offered during this period. The cost to use this service should be less than the present cost to drive and ferry on existing routes.
   (See analysis in section 7.1.3)

According to the president of an international shipping company, reasonably priced, used ferries are available. He cited four ferry-type vessels for sale at the present time in the $2.5 million U.S. range. Considering U.S. exchange rates and Canadian standards, he assumes that these ships could be put into service on the proposed link for approximately $10to12million Canadian.

New vessel costs can range from $46 million to over $200 million. The Cat, for example, was reported to cost approximately $46 million U.S. New fast ships being built in British Columbia were estimated to cost $70 million, however, their actual costs are much higher.

Ship brokers could provide a large variety of options for this service. They have worldwide listings and access to many shipping companies. A broker can assist in leasing, purchasing, and in some cases, financing this proposal.

Perhaps the best option for this proposed service would see existing ferry businesses establish a route to Corner Brook from Belledune, avoiding costly purchase or lease agreements. The consultant interviewed two possible ferry companies as part of this study. Both were interested in exploring this option upon completion of the preliminary study. One of the ferry companies operates freight vessel, and the other company operates a fast ferry service.

Sections 7.1.1 , 7.1.2 and 7.1.3 demonstrate the potential savings in distance, time, and cost for travellers using the proposed Belledune to Corner Brook transportation link.

### 7.1.1 Distance, Travel Time, and Cost ( from Montreal)

Considering that over 66% of Newfoundland's interprovincial imports come from Quebec or Ontario, the consultants gathered information from commercial travellers using the present route. Truckers and trucking companies were interviewed to determine the potential savings in distance, time, and cost.

Presently, a truck leaving Montreal bound for Corner Brook travels 1,825 highway kilometers, consumes 28 highway hours, and pays approximately $1,341.96 in costs, before ferry charges. The same truck also travels 168 marine kilometers, consumes 8.5 marine hours, and pays an average of $319.00 for the existing ferry service.

The alternative explored in this proposal would reduce the highway kilometers to 868, the highway time to 9.5 hours, and the highway costs to $697.00, before ferry fees. The marine kilometers would increase by 433. The marine hours consumed would depend on the option provided; e.g., the Cat could provide a 9 hour trip, the ferry charges for the new service could increase three times the existing charges before becoming more expensive overall.
(See attached analysis)

The consultant chose the lowest average per kilometer cost as presented by several independent trucking companies. The theory is that if the lowest cost operation can save money, then the higher cost operation can save greater amounts. Transport Canada's model for New Brunswick estimates that a five axle transport costs an average of $1.14/km. The lowest operating cost that the consultant found and used was $.68/km, including the drivers wage.

NOTE: 1. Trucking costs are based on the average cost for an independent owner operator. They do not include profit or depreciation. These costs do not represent freight charges.
2. Ferry crossing times include pre-boarding, boarding and disembarking.

Table 3.1.0 Existing Service Analysis (Truck)

A. Distance and Time (Highway)

| From | To | Km | Hours |
|---|---|---|---|
| Montreal | N. Sydney | 1,582 | 25 |
| Port aux Basques | Corner Brook | 243 | 3 |
| Total Highway Distance and Time | | 1,825 | 28* |

B. Costs(Highway)

| | Cost |
|---|---|
| General( Fuel, Ins., Lic.) @ Average 51¢/Km | $ 931.00 |
| Food @ $10/4 hours | 70.00 |
| Tolls | 30.00 |
| Driver @ Average 17¢/Km | 310.00 |
| Total Cost Before Ferry Fees | $1,341.00 |

* Truckers stop for 8 hours for every 12 hours driving

Source: Interviews

Table 3.2.0 Proposed Service Analysis (Truck)

A. Distance and Time (Highway)

| From | To | Km | Hours |
|---|---|---|---|
| Montreal | Belledune | 868 | 9.5 |

B. Cost(Highway

| | Cost |
|---|---|
| General(Fuel, Ins., Lic.) @ Average 51¢/Km | $443.00 |
| Food @$10/4 hours | 20.00 |
| Tolls | 0.00 |
| Driver @ Average 17¢/Km | 234.00 |
| Total Cost Before Ferry Fees | $697.00 |

Source: Interviews

Table 3.3.0 Comparison Analysis (Truck)

| Service | Km | Hours | Cost |
|---|---|---|---|
| Existing Service | 1,825 | 28 | $1,341.00 |
| Proposed Service | 868 | 9.5 | 697.00 |
| Potential Savings | 957 | 18.5 | $ 644.00 |

Source: Tables 6.1.0, 6.2.0

Table 3.3.0 indicates substantial potential highway savings for distance, time, and cost, before ferry fees. Presently, the average charge for a truck using the existing service is approximately $319.00. The highway savings in cost is $644.00 for the proposed service. Therefore, the new service could charge up to $963.00 ($319+$644), before the new ferry fees would become more expensive than the existing overall costs. Note the time saving is highway not marine. The marine time will be determined by the type of vessel and its relevant speed.

### 7.1.2 Distance, Travel Time and Cost (Quebec/New Brunswick Border)

This section explores the same analysis as section 7.1.1, but it focuses on commercial truck travel from the Quebec/New Brunswick border to Corner Brook. The results are proportionally the same.

A. Proposed Marine Route

The distance from the Trans- Canada Highway #2 (TCH2) Quebec Border to Belledune is 281 km.

The distance from the Port of Belledune to the Port of Corner Brook is 601 km. (334 nautical miles)

The total highway and marine distance from the Quebec/New Brunswick border to Corner Brook is 882 Km.

The approximate marine travel times from Belledune to Corner Brook at average speeds are:

| | |
|---|---|
| Average 20 km/hr(13 Knots/hr) | 30 hours (Standard Ferry) |
| Average 30 km/hr(19.5 Knots/hr) | 20 hours (Average Plus) |
| Average 40 km/hr(25.5 Knots/hr) | 15 hours |
| Average 55 km/hr(35 Knots/hr) | 11 hours |
| Average 70 km/hr(45 Knots/hr) | 9 hours (Fast Ferry) |
| Average 90 km/hr(55 Knots/hr) | 7 hours |

*Under normal circumstance

B. Existing Land and Marine Route

The highway distance from the Quebec/New Brunswick border to North Sydney, Nova Scotia is 978 km.

The marine distance from North Sydney, Nova Scotia, to Port aux Basques, Newfoundland, is 168 km. (94 nautical miles). The time needed to cross is 8.5 hours.

The distance from Port Aux Basques to the Port of Corner Brook is 243 km.

The total highway and marine distance on the existing route from the Quebec/New Brunswick border to Corner Brook is 1,389 km.

The approximate existing land and marine travel time from the Quebec/New Brunswick border to Corner Brook, Newfoundland is 22 hours.

C. Average Time, Distance and Cost highway savings are:

| | |
|---|---|
| *Time | 18 hours |
| Distance | 940 km |

Cost Savings $644.00 Per Truck, before ferry fees-Table3.3.0

*Excludes marine travel time.

### 7.1.3 Distance, Time, and Cost ( Automobile )

The proposed new service has demonstrated highway savings for commercial trucks. This section will demonstrate the highway savings for an average automobile traveller. The following analysis is based on an average family of four travelling from Montreal to Corner Brook.

Presently, a car leaving Montreal bound for Corner Brook travels 1,825 highway kilometers, consumes 27 highway hours, and pays approximately $678.00 in costs, before ferry charges. The same car also travels 168 marine kilometers, consumes 8.5 marine hours and pays an average of $122.00 for the existing service. An extra $103.00 would be charged if the family opts to rent a cabin for the voyage.

The alternative explored in this proposal would reduce the highway kilometers to 868, the highway time to 8.5 hours and the highway cost to $284.00, before ferry fees. The marine kilometers would increase by 433, the marine hours consumed would depend on the option provided, e.g., the cat could provide a 9-hour trip, the ferry charges for the new service could increase five times the existing ferry fees before becoming more expensive overall. (See attached analysis)

Table 4.1.0 Existing Service Analysis (Automobile)

A. Distance and Time (Highway)

| From | To | Km | Hours |
|---|---|---|---|
| Montreal | North Sydney | 1,582 | 24 |
| Port aux Basques | Corner Brook | 243 | 3 |
| Total Highway Distance and Time | | 1,825 | 27* |

B. Costs (Highway)

| | Cost |
|---|---|
| General (Fuel, Ins., Dep.)@ Average 27¢/km | $493.00 |
| Food (4 members @ $25/4 hours) | 125.00 |
| Tolls | 10.00 |
| Motel | 50.00 |
| Total Cost Before Ferry Fees | $678.00 |

*includes 8-hour rest period

Source: Canadian Automobile Association

Table 4.2.0 Proposed Service Analysis (Automobile)

A. Distance and Time(Highway)

| From | To | Km | Hours |
|---|---|---|---|
| Montreal | Belledune | 868 | 8.5 |

B. Cost(Highway)

| | Cost |
|---|---|
| General(Fuel, Ins. Dep.)@ Average .27c/Km | $234.00 |
| Food(4 Members @$25/ 4 hours) | 50.00 |
| Tolls | 0.00 |
| Motel | 0.00 |
| Total Cost Before Ferry Fees | $284.00 |

Source: Canadian Automobile Association

Table 4.3.0 Comparison Analysis (Automobile)

| Service | Km | Hours | Cost |
|---|---|---|---|
| Existing Service | 1,825 | 27 | $ 678.00 |
| Proposed Service | 868 | 8.5 | 284.00 |
| Potential Savings | 957 | 18.5 | $394.00 |

Source: Tables 4.1.0, 4..2.0

Table 4.3.0 indicates substantial potential highway savings for distance, time and cost, before ferry fees. Presently, the average charge for a family of four using the existing service is approximately $122.00. The highway cost saving is $394.00 for the proposed service, therefore, the new service could charge up to $516.00 ($122+$394) before the new ferry fees would become more expensive than the existing overall costs. An extended ferry crossing would require sleeping accommodations at a substantial cost to the user and operator.

## 7.2.0 Types and Categories of Vehicles To and From Newfoundland

| | | |
|---|---|---|
| A. | Automobiles | 117,243 |
| B. | Trucks | 62,363 |
| C. | Passengers | 377,921 |

Source: City of Corner Brook January1998 to November 15, 1998

The average annual total number of vehicles to and from Port Aux Basques, Newfoundland, is 179,879.

Table 5.0.0 Existing Ferry Service

| Service | Year | Trips | Passengers | Automobiles | Trucks |
|---|---|---|---|---|---|
| North Sydney to Port aux Basque | 1997 | 1,608 | 369,497 | 103,571 | 67,449 |
| | 1996 | 1,554 | 358,751 | 102,068 | 66,438 |
| North Sydney to Argentia* | 1997 | 70 | 43,315 | 12,153 | 255 |
| | 1996 | 70 | 38,158 | 10,912 | 276 |

* Seasonal
Source: APTC Annual Review 1997

## 7.3.0 Existing Destinations and Travel Routes

Typical travel routes from points west of New Brunswick follow the TCH2 to Nova Scotia and onward to North Sydney, Nova Scotia, where they board the ferry to Port Aux Basques. Records of where they actually go in Newfoundland are not kept, but it is fair to assume that the bulk of the traffic travels to St. John's, the largest center in Newfoundland.

Typical travel routes for the proposed service would see some traffic diverted from the TCH2 at St. Leonard where it would follow Route 17 to Route 11, on to Belledune.

## 7.4.0 Impact on Highways in New Brunswick and Nova Scotia

According to the New Brunswick Department of Transportation approximately 2.5 million vehicles enter New Brunswick at the Quebec border every year. Route 17 and Route 11 carry about one million vehicles per year. According to one official at the department, the addition of 100,000 vehicles per year would not have a great impact on the highways, provided that they follow all weight restrictions. Conversely, the removal of the same amount of vehicles would not have that great an impact on the maintenance of these highways. To accurately measure any effects on these highways and equivalent single axle loads study would have to be completed.

## 7.5.0 Types of Freight

This section examines the type of freight imported into and exported from Newfoundland. Overall, in1996 Newfoundland imported approximately 6.4 billion dollars in good and services. Interprovincial imports represented about 4.2 billion dollars worth of the total imports. On the other hand, Newfoundland exported approximately five billion dollars worth of goods and services. Interprovincial exports only represented about one billion dollars worth of the total exports. Herein lies the problem for ferry service to Newfoundland. The ratio is 4:1 inbound verses outbound products. Many interprovincial products are shipped to Newfoundland by ferry, but far fewer amounts are shipped back. Most of the exports are international, shipped from Newfoundland by ocean-bound freighters. The consultants believe that this could represent a major opportunity for the port of Belledune. Many transport trucks shipping products to Newfoundland now return empty. Belledune has a new, large storage shed that could store products from Newfoundland, awaiting shipment to international markets. For example, a back haul arrangement could be beneficial to both the trucking companies and the paper mills on the west coast of Newfoundland. The rationale is simple. Empty trucks do not make money for the hauler, therefore, a preferred rate could be negotiated with the mills to ship and store their products at the port of Belledune, until a full shipment is available.

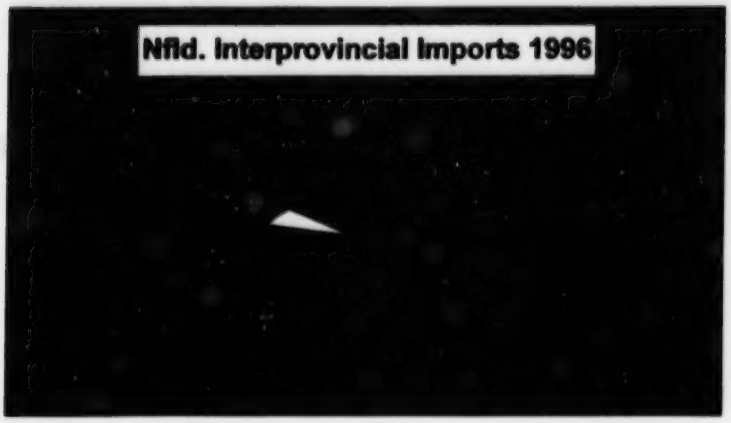
Statistics Canada has provided historical data for this study indicating the type of perishable and nonperishable interprovincial goods that are imported and exported to and from Newfoundland. Perishable goods represent around 10% of the total interprovincial goods imported and about 12% of the total interprovincial goods exported from Newfoundland.

Most interprovincial imports and exports for Newfoundland originate from or are destined for Quebec or Ontario. This is demonstrated in graphs 1.0.0 and 2.0.0. The typical types of freight shipped to and from Newfoundland are listed in Tables 6.0.0 and 7.0.0.

See appendix 11 for tonnage, number of movements and vessel capacity, international and domestic 1995.

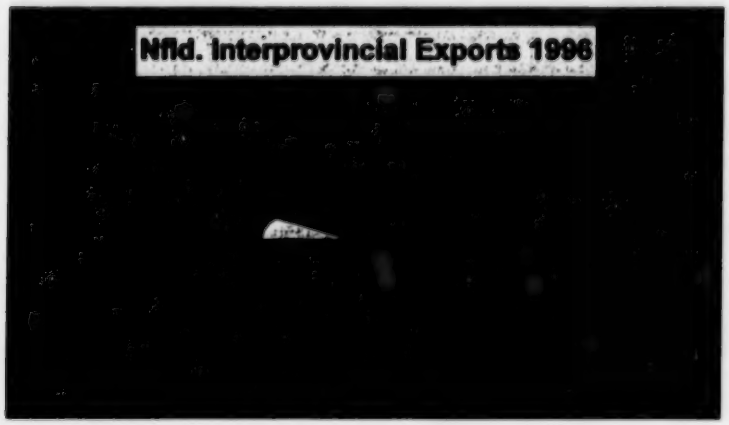
**Graph 1.0.0 Nfld. Total Interprovincial Imports 1996**

| | $ millions | % | |
|---|---|---|---|
| Ontario | 1764 | 42% | |
| Quebec | 1022 | 24% | |
| N.S. | 538 | 13% | |
| N.B. | 346 | 8% | |
| All Other Prov. | 521 | 12% | |
| Total I.P. Imports | | | $4,192 |




**Graph 2.0.0 Nfld. Total Interprovincial Exports 1996**

| | $millions | % | |
|---|---|---|---|
| Quebec | 359 | 36% | |
| Ontario | 243 | 24% | |
| N.S. | 137 | 14% | |
| N.B. | 98 | 10% | |
| All Other Prov. | 155 | 16% | |
| Total I.P. Exports | | | $992 |



## TABLE 6.0.0 Newfoundland Interprovincial Imports

5 year 1992-96

| $ ( millions) | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|---|---|---|---|---|
| **Perishable** | | | | | |
| Fruit, Veg., Feed,Other | $252.1 | $222.0 | $241.6 | $232.0 | $224.2 |
| Meat, Fish Dairy | $210.3 | $200.7 | $206.6 | $200.9 | $189.8 |
| Agriculture Products | $32.4 | $30.2 | $31.6 | $30.0 | $33.0 |
| Beverages | $34.1 | $28.6 | $30.3 | $29.7 | $23.2 |
| Fishing/Trapping | $4.1 | $5.7 | $2.6 | $1.2 | $1.5 |
| Grains | $2.7 | $1.8 | $0.6 | $1.6 | $1.7 |
| **Total Perishable** | $535.7 | $489.0 | $513.3 | $495.4 | $473.4 |

| $ ( millions) | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|---|---|---|---|---|
| **Nonperishable** | | | | | |
| Transportation Services | $425.5 | $444.3 | $385.5 | $387.3 | $365.9 |
| Financial Services | $266.0 | $274.7 | $290.6 | $268.8 | $250.4 |
| Personal,Other Services | $229.6 | $245.7 | $279.2 | $271.8 | $224.2 |
| Chemicals & Cm. Products | $156.6 | $133.7 | $129.4 | $132.1 | $111.8 |
| Retail Services | $48.4 | $50.3 | $84.4 | $90.2 | $111.4 |
| Machinery, Equipment | $50.7 | $45.9 | $34.3 | $90.7 | $105.4 |
| Metal Fabricated Products | $108.0 | $108.1 | $133.5 | $109.1 | $97.5 |
| Printing and Publishing | $79.1 | $64.2 | $77.7 | $97.1 | $87.9 |
| Knitted & Clothing | $87.1 | $82.9 | $84.9 | $90.0 | $73.7 |
| Primary Metal Products | $45.5 | $21.9 | $74.0 | $76.4 | $62.1 |
| Furniture & Fixtures | $50.3 | $48.4 | $58.6 | $58.4 | $51.3 |
| Electrical & Communications | $88.4 | $71.4 | $69.4 | $57.1 | $48.2 |
| Lumber, Sawmill. Other Wood | $58.3 | $53.7 | $57.4 | $44.9 | $43.2 |
| Tobacco Plus Products | $12.1 | $22.4 | $49.7 | $46.7 | $42.8 |
| Textiles | $37.4 | $38.1 | $45.6 | $45.3 | $36.9 |
| Non Metallic Mineral Products | $25.1 | $16.7 | $21.6 | $38.6 | $34.9 |
| Misc. Manufactured Products | $29.2 | $26.4 | $22.4 | $30.8 | $28.2 |
| Forestry Products | $11.4 | $3.4 | $0.6 | $3.8 | $9.4 |
| Mineral Fuels | $0.8 | $0.8 | $0.0 | $1.0 | $0.8 |
| **Total Nonperishable** | $1,809.5 | $1,753.0 | $1,898.8 | $1,940.1 | $1,786.0 |

| $ ( millions) | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|---|---|---|---|---|
| **Total Nfld. Interprovincial Imports** | **$4,001.0** | **$4,135.6** | **$4,495.3** | **$4,514.4** | **$4,190.7** |

Source: Stats Canada 15-546-xpe,1998, Sub totals do not equal totals

## TABLE 7.0.0 Newfoundland Interprovincial Exports

5 year 1992-96

| $ ( millions) | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|---|---|---|---|---|
| **Perishable** | | | | | |
| Fruit, Veg., Feed,Other | $5.7 | $9.2 | $7.1 | $9.0 | $8.4 |
| Meat, Fish Dairy | $95.3 | $60.6 | $62.8 | $52.3 | $49.4 |
| Agriculture Products | x | x | x | x | x |
| Beverages | $13.6 | $0.2 | $11.3 | $0.7 | $2.9 |
| Fishing/Trapping | $17.9 | $10.9 | $40.5 | $85.4 | $63.3 |
| Grains | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 |
| **Total Perishable** | $132.5 | $80.9 | $121.7 | $147.4 | $124.0 |

| $ ( millions) | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|---|---|---|---|---|
| **Nonperishable** | | | | | |
| Transportation Services | $177.7 | $182.3 | $160.2 | $185.7 | $194.7 |
| Metallic Ores & Concentrates | $206.3 | $116.7 | $187.8 | $149.3 | $138.5 |
| Financial Services | $65.7 | $66.0 | $66.9 | $76.3 | $89.1 |
| Personal,Other Services | $48.6 | $59.3 | $44.1 | $49.8 | $53.8 |
| Chemicals & Cm. Products | $3.8 | $3.5 | $7.2 | $7.1 | $5.7 |
| Retail Services | $25.2 | $25.2 | $16.0 | $14.7 | $11.8 |
| Machinery, Equipment | $0.0 | $0.0 | $0.3 | $0.1 | $0.0 |
| Metal Fabricated Products | $0.5 | $0.2 | $0.6 | $10.0 | $2.9 |
| Printing and Publishing | $1.2 | $1.8 | $3.9 | $6.9 | $9.0 |
| Knitted & Clothing | $0.4 | $0.6 | $0.5 | $1.2 | $1.2 |
| Primary Metal Products | $2.6 | $3.2 | $3.1 | $5.6 | $11.0 |
| Furniture & Fixtures | $0.1 | $0.1 | $0.3 | $0.0 | $0.0 |
| Electrical & Communications | $8.2 | $2.6 | $0.9 | $0.6 | $2.3 |
| Lumber, Sawmill. Other Wood | $9.0 | $8.1 | $9.1 | $8.6 | $8.5 |
| Utilities Elec., Water, Gas | $82.4 | $87.7 | $87.4 | $83.9 | $82.9 |
| Services Incidental to Mining | $0.0 | $0.1 | $1.9 | $0.1 | $0.1 |
| Non Metallic Mineral Products | $1.1 | $0.0 | $3.7 | $2.6 | $2.4 |
| Misc. Manufactured Products | $2.4 | $0.2 | $0.3 | $0.5 | $0.3 |
| Forestry Products | $0.0 | $0.6 | $3.5 | $2.1 | $2.5 |
| Mineral Fuels | $0.8 | $0.0 | $0.0 | $0.0 | $0.0 |
| **Total Nonperishable** | $636.0 | $558.2 | $597.7 | $605.1 | $616.7 |

| $ ( millions) | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|---|---|---|---|---|
| **Total Nfld. Interprovincial Exports** | **$974.1** | **$843.5** | **$1,004.3** | **$1,017.9** | **$992.2** |

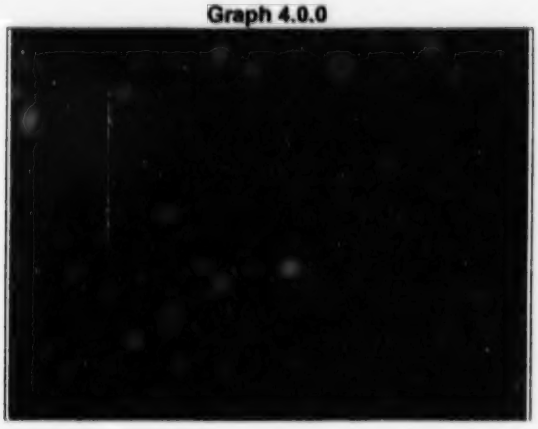
Source: Stats Canada 15-546-xpe,1996, sub totals do not equal totals

## 7.6.0 Seasonal Traffic Patterns

### Seasonal Peak Traffic , TCH #2

Graph 3.0.0

Graph 4.0.0



The Department of Tourism in both Newfoundland and New Brunswick report their peak tourist season as July and August. June and September are reported as good months. When these four months are combined they represent the largest volume of visitors to both provinces. Ferry operators to Newfoundland confirm that their peak passenger traffic also occurs during the same period.

The Traffic Patterns Branch of the N.B. Department of Transportation reports the same months as peak traffic periods. See graphs 3.0.0 and 4.0.0

## 7.7.0 Tourism

### 7.7.1 New Brunswick

A. New Brunswick

Preliminary figures indicate that 1998 was the most successful year in the province's 25 year recorded history. Visitation to the province was up by 7.8% over the previous year granting a total of almost 1.5 million visitors. Revenues per visitor were approximately $587.00 each. Visitors originating from points west of the Atlantic provinces accounted for 72% of all visitors.

All market origins showed gains, with Quebec showing the greatest increase at 9.5% over the previous year.

Although the province of New Brunswick overall had a record-breaking tourist year, some regions of the province did not enjoy great gains. Many operators in the northern and eastern regions of New Brunswick reported the same as, or less than, previous years.

Tourism in the Chaleur region was up 7.6 % in 1998 over 1997.
A total of 379,000 visitors was estimated to have toured the region. Revenues in the Chaleur region also increased by 7.1 % over the previous year. Tourist revenues for 1998 were estimated to be $221 million.

Table 8.0.0 New Brunswick Tourism

A. Visitation

| Market(Origin) | 1997* | 1998* | % Change |
|---|---|---|---|
| Atlantic Canada | 373 | 406 | +8.8 |
| Quebec | 316 | 346 | +9.5 |
| Ontario | 320 | 340 | +6.3 |
| Western Canada | 18 | 20 | +11.1 |
| USA | 316 | 337 | +6.6 |
| Totals | 1,343 | 1,449 | +7.8% |

* Thousands

B. Revenues

| | | | |
|---|---|---|---|
| All Markets | $790 million | $850 million | +7.6% |

C. Revenue Per Visitor **

| | | | |
|---|---|---|---|
| All Markets | $588.23 | $586.61 | -0.1 |

Source: NB 1998 Tourist Season Performance Report
** Based on a 5 day stay

B. Chaleur Region

Recent analysis of the New Brunswick tourism statistics indicate that approximately 26% of the total visitors to New Brunswick travelled to the Chaleur region. The Quebec market represented the largest market origins at 72% of the total visitors to this region. See table 8.1.0 for origins.

Table 8.1.0 Chaleur Tourism

A. Visitation

| Market(Origin) | 1997* | 1998* | %Change |
|---|---|---|---|
| Atlantic Canada | 19 | 20 | +5.0 |
| Ontario | 86 | 92 | +6.5 |
| Quebec | 228 | 249 | +8.5 |
| Western Canada | 1 | 1 | 0 |
| USA | 16 | 17 | +6.0 |
| Totals | 350 | 379 | +7.6 |

| | | | |
|---|---|---|---|
| B. | Revenues All Markets | 205.4 million | 221.0 million | 7.1% |
| C. | Revenues Per Visitor** Provincial Average | $588.83 | $586.61 | -0.1% |

*Thousands

**Based on a 5 day stay

Source: Chaleur Regional Waterfront M.P. Dec/98

C .

Estimated Increase in Tourism - Chaleur Region

Data provided to the Newfoundland Department of Tourism from Marine Atlantic and Agriculture Canada indicates that 93,812 residents of Newfoundland exited the island by auto in 1998.

This proposal would have a minimum effect on New Brunswick tourism because most destinations are to points west of New Brunswick, therefore, currently they must travel through New Brunswick. The typical route travelled in New Brunswick is TCH 2, west of the Restigouche/Chaleur regions.

The proposed new transportation link represents an opportunity to increase tourism in the Chaleur region.

D. Estimated Economic Impact - N.B. & Chaleur Region

Significant gains in the Chaleur region would be made if all those exiting Newfoundland used the proposed Corner Brook to Belledune Route. For example, 93,812 visitors spending the provincial average of $586.61 each would contribute $55 million into the Chaleur tourism industry. It is not realistic to expect all travellers to use this new service, nor is it reasonable to assume that these travellers would stay in the Chaleur region. It is, however, more probable that half may use this service and that they might stay two days. The result of this assumption is that 46,906 visitors would spend on average $234.64 for a total tourism potential revenue increase of about 11 million dollars.

7.7.2 Newfoundland

A. Newfoundland

Preliminary figures for 1998 indicate that nonresidential automobile visitors increased in Newfoundland by 11.7% and that air movements increased by11.7% during the same time. Revenues per visitor were approximately $458.73. They were down slightly from the previous year. Visitors from points west of the Atlantic provinces accounted for 56% of all nonresident automobile visitors. In comparison, New Brunswick recorded 72% of all visitors as originating from points west of the Atlantic Provinces.

All Newfoundland markets showed gains in 1998 with Quebec visitors posting the largest gains at 11.4% over 1997 results. However, the Quebec market in Newfoundland overall is only 5%. In comparison, Quebec visitors to New Brunswick in the same year represented 24% of all visitors. More significantly, the Chaleur region received 72% of their market from Quebec.

Table 8.2.0. Newfoundland Tourism

A. Visitation

| Market(Origin) | 1997* | 1998* | %Change |
|---|---|---|---|
| Atlantic Canada | 52.0 | 55.6 | |
| Quebec | 5.7 | 6.4 | |
| Ontario | 38.4 | 38.8 | |
| Western Canada | 7.6 | 8.4 | |
| USA | 18.8 | 18.4 | |
| Total Auto | 122.4 | 127.9 | |
| Estimated Air | 247.2 | 244.2 | |
| Total Visitors | 369.6 | 372.1 | |

B. Revenues

| | | | |
|---|---|---|---|
| Total Auto | 56.2 | 58.7 | |
| Estimated Air | 113.5 | 112.0 | |
| Total revenues | 169.7 million | | 170.7 million |

C. Revenue Per Visitor

| | | | |
|---|---|---|---|
| Provincial Ave | $459.06 | $458.73 | |

*Thousands
Source: Department of Tourism Newfoundland, 1997 Auto Exit Survey

## B. Corner Brook Tourism

According to a recent auto exit survey, approximately 24.1% of the total non-resident auto visitors travelled to the city of Corner Brook. Visitors to the Deer Lake/Humber areas added 13.4% to the Corner Brook regional tourism industry. The totals for the region were 37.5%, or 34,700 visitors. The automobile visitors spent approximately $4.7 million in the region.

Thirty three percent of all air movements are tourist related. In 1997, 270,000 visitors used air to travel to Newfoundland. If the Corner Brook region captured 37.5% of this business, then a potential for 92,000 visitors exists in this region. Unfortunately, the exact air travel data in Newfoundland is not yet compiled.

Table 8.3.0 Corner Brook Tourism

A. Visitation

| Market (Origin) | 1997 % of Total |
|---|---|
| Maritimes | 32.0% |
| Ontario | 35.7% |
| Quebec | 3.1% |
| Western Canada | 9.0% |
| USA | 18.1% |
| Foreign | 2.1% |
| Total Auto Visitors | 34,700 |

B. Revenues

| | |
|---|---|
| Auto Visitors | $4.7 million |

C. Revenues Per Visitor, Provincial Average $459.06

Source: Newfoundland Department of Tourism, 1997 Auto Exit Survey

## C. Estimated Increase in Tourism - Corner Brook

Presently, most auto visitors to Newfoundland disembark at Port aux Basques. They travel northeast through Corner Brook and beyond. The proposed new route from Belledune to Corner Brook would not have a significant impact on the current travellers, however, new markets may emerge as a result of the new service.

For example, the low number of Quebec visitors to Newfoundland combined with the high number of Quebec visitors to the Chaleur region may represent the best opportunity for tourism growth in the Corner Brook region.

In 1998 the Chaleur region received 249,000 visitors from Quebec. Newfoundland only received 6,400 visitors from Quebec according to a recent auto exit survey. The potential for growth in this market is significant. The typical route for Quebec visitors to the Chaleur region is Route 11. Belledune is situated on Route 11. If a seasonal fast ferry service was available, it would be reasonable to assume that Newfoundland's share of the Quebec market would increase.

D. Estimated Economic Impact - Newfoundland & Corner Brook Region

If a small portion of the Quebec market would continue on to Newfoundland through Belledune, then a significant increase would result for Corner Brook. For example, if 10% of the Quebec visitors to the Chaleur region decided to continue on to Newfoundland, than 24,900 new visitors could be expected in Corner Brook. Potential revenues could increase in the area by 11million dollars.

Note: New Brunswick market analysis indicate that Quebec tourists come to New Brunswick to experience the ocean, more specifically, they come to the "warmest ocean waters North of the Carolina's."

### 7.7.3 Circular Tourist Route- The Atlantic Experience

In 1997, 29% of the automobile visitors to Newfoundland, during the peak tourism season, used the "island loop." This loop is defined as an auto visitor entering one port and exiting at another port. The loop is primarily between Port aux Basques and Argentia.

To increase tourism potential in all four Atlantic provinces, the consultant is suggesting that this loop concept be expanded to include New Brunswick, Newfoundland, Nova Scotia and Prince Edward Island.

The proposed transportation link between Belledune and Corner Brook would provide a unique opportunity for the Departments of Tourism in all four provinces

to develop and market a concept where visitors would enter a ferry in Belledune and disembark at Corner Brook. A points-of-interest map could be developed to guide the tourist from Corner Brook to Argentia, where the visitor would enter a ferry bound for North Sydney. Once again, points-of-interest maps could be developed by Nova Scotia, Prince Edward Island, and New Brunswick Departments of Tourism, guiding the visitors through the many interesting aspects of the Atlantic Provinces.

The potential for this sort of concept would have to be explored more thoroughly, and in cooperation with the service provider, as well as all four Departments of Tourism, before quantified numbers could be projected. Preliminary investigations indicate that a potential exists for approximately 100,000 visitors. The Newfoundland "island loop" experiences 29% usage, therefore, it may be reasonable to project a potential of 29,000 visitors using this Atlantic experience.

7.8.0 Increase in Business Opportunities

A. Interprovincial - New Brunswick and Newfoundland

To acquire an understanding of the potential benefits of the proposed transportation link, the consultant conducted numerous interviews with various shipping industrial experts. This section summarizes their response to the proposal.

Mining, smelting, energy, lumber, paper and processing industries were investigated to determine potential benefits for their industries. All interviews were positive and supportive of the proposed concept. The participants expressed optimism that their industry could benefit from this link. For example, one industry that relies heavily on trucking suggested that their industry might get better trucking rates as a result of this venture. This would probably be an accurate prediction because many truckers haul to a ferry terminal and drop off their trailers, or they return empty from their delivery. It would be more beneficial for the trucking company to pick up a load near the terminal, rather than departing empty.

Other industries expressed an interest in renewed interprovincial trade between New Brunswick and Newfoundland. For example, logs could be

shipped to New Brunswick and lumber could be shipped to Newfoundland. Perhaps, gypsum pellets could be shipped to a wallboard plant in Newfoundland. Wallboard from Newfoundland could be shipped to Belledune for mainland distribution.

Many other possibilities were suggested that could create greater scales of economy for current industries. A paper mill in Newfoundland suggested that possible strategic alliances may be developed with other mills in Newfoundland and New Brunswick. Paper could be a back haul from Newfoundland and stored in Belledune. The different mills could co-ship their paper for better prices from Belledune.

Transportation industries, namely trucking companies, were also interviewed and surveyed. The most common supportive comment from this industry was that marine travel is less expensive than highway travel. Trucking companies in both provinces expressed optimism for an increase in business associated with this proposal. Established haul backs, like those proposed by the paper mill, and nearby industrial trucking demands, made this proposal more attractive for provincial trucking companies.

C. Chaleur and Corner Brook Regions

Many of the benefits for large industries could be applied to smaller businesses and industries in the Belledune and Corner Brook regions. The consultant interviewed many small businesses in both regions to establish attitudes and support for this concept. The participants, in general, could see possible benefits for their businesses. Specifically, they saw this as an opportunity to expand their current markets. For example, a machine shop owner suggested that he could service the market on the other side of the ferry crossing if the turn around time was reasonable. Other small businesses, such as a window manufacturer and a plywood plant owner, expressed the need to reduce the cost to transport their products to and from Newfoundland. If their transportation costs were reduced, then, they could be more competitive.

The consultant also examined new businesses that may result if this proposed

link is formed. By observing similar areas with this service, the consultant noted that increased demand for restaurant, motel and fuel services were an obvious potential. Other less obvious potential business activities included stevedoring, ship maintenance, truck and trailer services and maintenance, onboard services, terminal services, and others.

## 7.9.0 Infrastructure Requirements and Cost

A. Belledune Preliminary Estimated Costs

i) Non Port:

| | |
|---|---|
| • Land (Parking Phase) | $ 100,000 |
| • Ramp and Approach Road | 705,000 |
| • Buildings | 432,000 |
| • Engineering & Contingencies | 400,000 |
| Total Non Port Estimated Costs | $1,537,100 |

ii) Port

| | |
|---|---|
| Docking and Expansion | $8,000,000 |
| Total Preliminary Estimated Belledune Cost | $9.5 million |

Source: Roys Consultants and Ports Canada

Belledune has approximately 10,000 acres of land reserved for development. The municipality owns land and a building next to the Port of Belledune that could potentially be used for this service. Other private companies own land adjacent to the municipal property, therefore, it is reasonable to assume that this land could be purchased to develop parking areas. An existing road, Chapel Point Road, would give the best access to the port without interfering with present users. A ferry loading and unloading ramp and possible expansion to the east or west side of the present dock would have to be completed to accommodate a new ferry service. The Port of Belledune has provided preliminary estimates for the port side costs. Options A or B would cost an estimated $8 million. The port side development would include some dredging, ramp development and retaining wall support. The other costs associated with the Belledune portion of this proposal are listed above. They include parking, building, and road development. See appendix 7.

The total preliminary estimated cost to develop the Belledune portion of this project is $9.5 million.

Other development considerations may have to be further investigated, such as the need to hold environmental impact assessments and leasing arrangements with the appropriate port authority. The Port of Belledune may be transferred from Ports Canada to a Canadian port authority in the near future.

B. Corner Brook Preliminary Estimated Cost

| | |
|---|---|
| • Land (Parking) | $150,000 |
| • Buildings | 750,000 |
| • Engineering & Contingencies | $400,000 |
| Total Preliminary Estimated Corner Brook Cost | $1.3 million |

Source: Transport Canada and Comparison Analysis

The Port of Corner Brook has available vacant land on property owned by Transport Canada. The land adjacent to the port may be ideal for this proposal. A new road was completed last year leading to this vacant property. The port presently receives freighter ferries and it has a roll-on and roll-off ramp. The present terminal building is fully utilized, therefore, an expansion or a new building may be required to accommodate this proposal. The total preliminary estimated development cost for the Port of Corner Brook is much less than the cost to develop the Port of Belledune for a new ferry service.

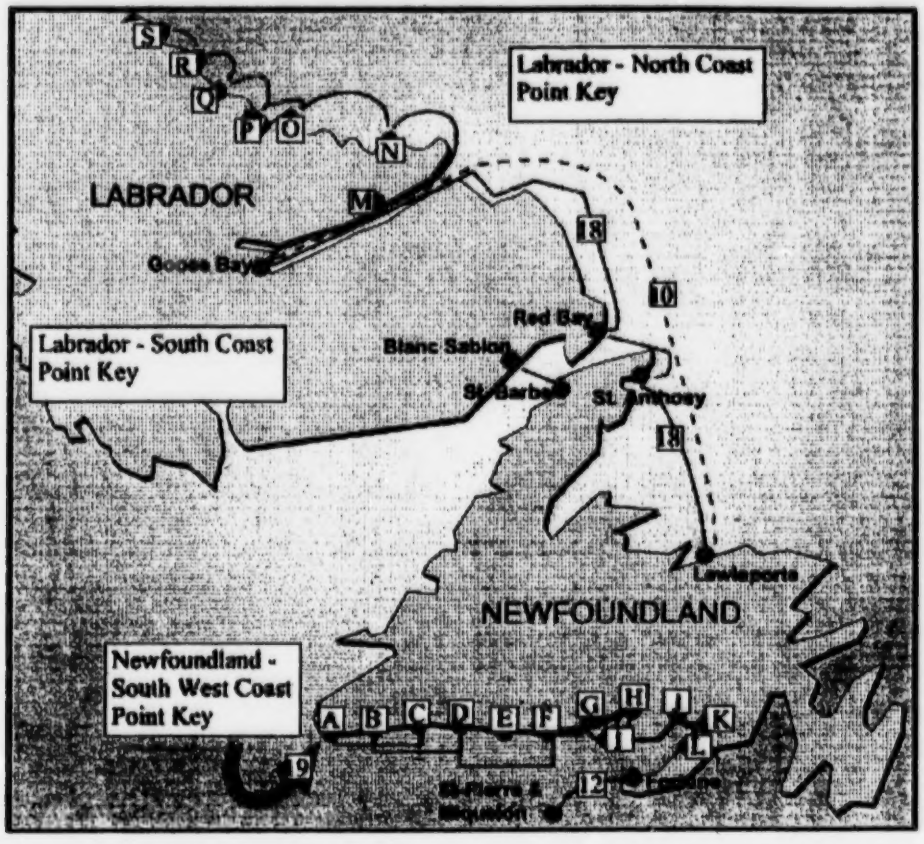
The total preliminary estimated cost to develop the Corner Brook portion of this project is $1.3 million.

Other development considerations for the Port of Corner Brook may have to be investigated, such as environmental impact assessment requirements and leasing agreements.

The total preliminary cost estimates for infrastructure requirements at both ports is $ 10.8 million.

# Appendix 3

## Existing NFLD/Labradour Coastal Ferry Services




Source: Atlantic Provincial Transportation Commision

**Newfoundland & Labrador Coastal & Ferry Services Map**

ROUTE NUMBER:18
SERVICE:Labrador Coastal Service
OPERATOR:Burry's Marine Division Limited
OPERATING SEASON:Weekly during period of open navigation
CROSSING INFORMATION:
NOTES:Freight service from Lewisporte and St. Anthony to all ports along the Labrador coast. Freight and passenger service from St. Anthony.

ROUTE NUMBER:19
SERVICE:Southwest Coast Newfoundland Service
OPERATOR:Government of Newfoundland and Labrador
OPERATING SEASON:Frequency varies with service and season
CROSSING INFORMATION:
NOTES:Passenger and freight services from Rose Blanche to Bay l'Argent.

APPENDIX .4

# Icebreaking Services Fee Schedule
# DECEMBER 21, 1998

The Minister of Fisheries and Oceans, pursuant to section 47 of the Oceans Act, hereby fixes the fees to be paid for icebreaking services provided by the Canadian Coast Guard, in accordance with the annexed fee schedule.

David Anderson, P.C., M.P.

Minister of Fisheries and Oceans

**FEE SCHEDULE**

**FEES TO BE PAID FOR ICEBREAKING SERVICES**

**PROVIDED BY THE CANADIAN COAST GUARD**

**Interpretation**

1. The definitions in this section apply in this fee schedule with respect to the calculation, collection and payment of icebreaking services fees.

**"aggregates" means gravel, sands and whole or crushed stone, suitable for construction. (*agrégats*)**

**"fishing vessel" means a vessel, boat or craft that is employed in catching fish, processing fish or transporting fish back to shore. (*bateau de pêche*)**

**"government ship" means any vessel, boat or craft that is owned or operated**

a. by the government of Canada,
b. by a province, territory, or municipality of Canada and for which no fee, tariff, or freight rate is charged for the services of the vessel, boat or craft in Canadian waters, or
c. by the government of another country, or a state, territory or municipality thereof, and for which no fee, tariff or freight rate is charged for the services of the vessel, boat or craft in Canadian waters. *(navire d'État)*

**"ice season" means each period of time starting with and including December 21 up to and including May 15 of the following year. (*saison des glaces*)**

**"icebreaking services" includes route assistance, ice routing and information services, and marine facility and port maintenance. (*services de déglaçage*)**

**"ice zone" means that part of Canada in which icebreaking services are available in support of commercial shipping as described in Annex I. (*zone de glaces*)**

**"Minister" means the Minister of Fisheries and Oceans. (*ministre*)**

**"pleasure craft" means a vessel, boat or craft that is used exclusively for pleasure and does not carry passengers or goods for hire, reward, remuneration or any object of profit. *(embarcation de plaisance)***

**"rebatable tonnes" means the weight in tonnes of all cargo that is gypsum or aggregates that is transported by a ship within the ice season zone and the ice**

season dates prescribed in Annex I. (tonnes donnant droit à un rabais)

"ship" means a vessel, boat or craft, other than a fishing vessel, government ship, or pleasure craft. (navire)

"total tonnes" means the weight in tonnes of all cargo that is transported by a ship within the ice season zone and the ice season dates prescribed in Annex I. (tonnage total)

"transit" means any movement by a ship which includes one port of departure, one port of arrival and no intermediate port calls in between, but does not include any movement by a ship which remains entirely within the boundaries of a single port. (transit)

"tonne" means a metric ton of 1000 kilograms. (tonne)

"tug" means a ship used for towing or pushing purposes or to assist other ships. (remorqueur)

application

2. (1) Subject to subsections (2) to (7) and section 3, this fee schedule applies to all ships that transit the ice zone.

(2) This fee schedule does not apply to ship transits that are exclusively:

(a) between any locations prescribed pursuant to s.110.7(1) of the *Income Tax Act* (R.S.C. 1985, c.1 (5th Supp.), as amended) and s.7303.1 of the *Income Tax Regulations* (C.R.C. c.945, as amended) and which are listed in Revenue Canada Form T4039 *Northern Residents Deductions - Places in Prescribed Zones*, as amended from time to time; or

(b) between any locations described in (a) and any location in Canadian waters north of 60° North latitude.

(3) This fee schedule does not apply to a ship that is operated by, or on the behalf of, the government of the province of Newfoundland.

(4) A transit made exclusively along a route where the only icebreaking services available are ice routing and information services, which are not necessary to transit that route, will not be subject to the fee.

(5) A stop at a Canadian port for any of the sole purposes specified in this subsection will not be subject to the fee:

a. to respond to a medical emergency;
b. to undertake emergency ship repairs;
c. to respond to a government department or agency request to stop;
d. to make an overnight stop required due to the seasonal removal of lighted aids to navigation; or
e. to bunker.

(6) This fee schedule does not apply to a transit completed by a tug or a pilot boat for which the sole purpose was the support of another self-propelled vessel.

(7) Where a transit completed by a tug-barge combination is subject to this fee schedule, the fee shall be payable by the tug.

PART I

FEES

3. (1) Subject to subsections (2) to (6), the fee payable, for icebreaking services, by a ship for each transit to or from a Canadian port located in the ice zone within the ice season dates prescribed in Annex I is $3,100.

(2) The fee set out in subsection (1) is payable a maximum of 8 times per ship during each ice season, beginning with the ice season commencing on December 21, 1998.

(3) Notwithstanding subsection (2) and subject to subsection (4), the fee set out in subsection (1) is payable a maximum of 3 times per ship during each 30-day period, such period to be determined separately for each ship.

(4) The first 30-day period referred to in subsection (3) will begin, for each ship, with the first chargeable transit each ship makes during an ice season. Subsequent 30-day periods will begin with the first chargeable transit each ship makes following the end of the previous 30-day period.

(5) Where a ship has submitted documentation satisfactory to the Minister demonstrating that the ship is classified as Arctic Class or Canada Type, or as an international equivalent to Canada Type as indicated in Annex II, or as any other recognised classification that is deemed equivalent to Canada Type by the Minister, the fee set out in subsection (1) shall be reduced as specified in this subsection:

| | |
|---|---|
| (a) Arctic Class or Canada Type A or Canada Type B or an international equivalent to Canada Type A or B: | = 35% reduction; |
| (b) Canada Type C or international equivalent to Canada Type C: | = 25% reduction; |
| and | |
| (c) Canada Type D or international equivalent to Canada Type D: | = 15% reduction. |

(6) Where, during an ice season, a ship that has been charged the fee set out in subsection 3(1) has transported aggregates or gypsum during that same ice season, a rebate in the fee shall be applied after the end of that ice season according to the formulae specified in this subsection upon the submission by the ship of documentation satisfactory to the Minister:

a. for aggregates, any amount that:

$$\left(\text{the total fee payable } X \frac{\text{rebatable tonnes}}{\text{total tonnes}}\right) \textit{exceeds} (\text{rebatable tonnes } X \$0.05) = \textit{rebate}$$

(b) for gypsum, any amount that:

$$\left(\text{the total fee payable } X \frac{\text{rebatable tonnes}}{\text{total tonnes}}\right) \textit{exceeds} (\text{rebatable tonnes } X \$0.15) = \textit{rebate}$$

## PART II

## GENERAL

### Fee Collection

4. A fee prescribed by this fee schedule shall be paid by the ship upon issuance of an invoice by the Minister or a person authorised by the Minister to a ship or the authorised agent of a ship.

5. Interest is payable on an overdue fee commencing 30 days after issuance of the invoice and is calculated pursuant to the *Interest and Administrative Charges Regulations* (SOR/96-188).

### coming into force

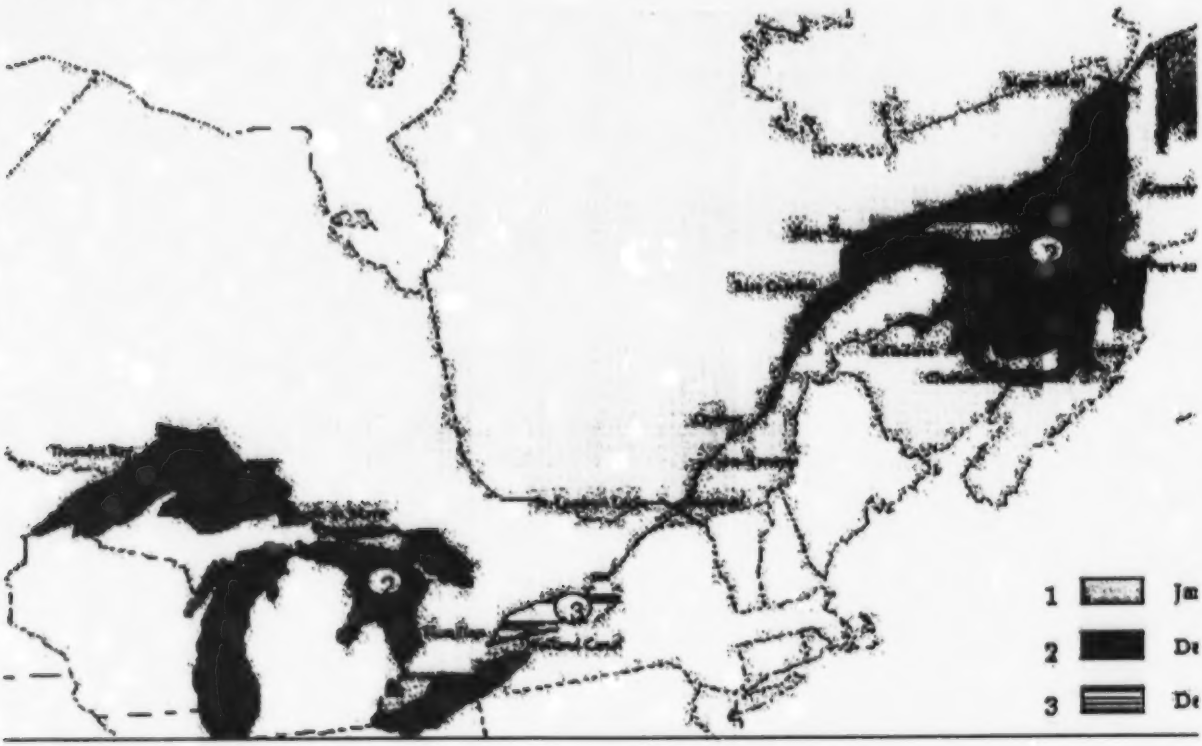
6. This fee schedule comes into force on December 21, 1998.

**ANNEX I**

**Part A: Areas of the Ice Zone**

| Area | Description | Ice Season Dates |
|---|---|---|
| 1. | All ports situated along the northeast and northwest coast of Newfoundland from, but not including, Flower's Cove, Nfld. (approximately 51°18'00"N - 56°44'00"W) to, and including, Cape St. Francis, Nfld. (approximately 47°49'00"N - 52°47'00"W) and estuaries, rivers, and the adjacent Canadian waters including islands. | January 15 - May 15 |
| 2. | All Canadian ports situated in the St. Lawrence River and the Gulf of St. Lawrence including estuaries, rivers, and the adjacent Canadian waters including islands in the area bounded on the east by a straight line drawn from and including Port Morien, Nova Scotia (approximately 46°08'00"N - 59°52'00"W) to and including Channel-Port-aux-Basques, Nfld. (approximately 47°34'00"N - 59°09'00"W), the west coast of Newfoundland and estuaries, rivers and the adjacent Canadian waters including islands from Channel-Port-aux-Basques, Nfld., to and including, Flower's Cove, Nfld. (approximately 51°18'00"N - 56°44'00"W) and a straight line drawn from Flower's Cove, Nfld. to and including Blanc Sablon, Quebec, (approximately 51°25'00"N - 57°08'00"W); and bounded on the west by the entrance to the St. Lawrence Seaway at the east end of the St. Lambert Lock (approximately 45° 30' 03" N - 73° 30' 20" W); and all Canadian ports situated along the shores of Lake Superior, Lake Huron, Lake Erie, and Georgian Bay including estuaries, connecting rivers and lakes, the adjacent Canadian waters including islands, and the Welland Canal but not including Port Weller. | December 21 - April 15 |
| 3. | All Canadian ports situated along the shores of Lake Ontario including estuaries, connecting rivers and lakes, and the adjacent Canadian waters including islands bounded by and including the St. Lambert Lock (approximately 45°30'03"N - 73°30'20"W) and Port Weller (approximately 43°13'00"N - 79°14'00"W). | December 21 - 24<br>and<br>April 1 - 15 |

This map is intended as a pictorial representation of the description found in Part A. It is atta
purposes only.




ANNEX II

Common International Equivalencies to Canada Type

| Canada Type | American Bureau of Shipping | Bureau Veritas | Det Norske Veritas | Germanischer Lloyd | Lloyd's Register of Shipping | Nippon Kaiji Kyokai | Polski Rejestr Statko |
|---|---|---|---|---|---|---|---|
| Type A | A1 Ice Strengthening Class AA AMS or A1 Ice Strengthening Class 1AA AMS | 1 3/3E glace I-super or 1 3/3E Ice Class 1A Super | 1 A 1 ICE A* or 1 A 1 ICE 1A* | 100 A 4 E 4 MC | 100A1 Ice Class 1* LMC or 100A1 Ice Class 1A Super LMC | NS MNS Class AA 1S | *KM YLA or *KM YL |
| Type B | A1 Ice Strengthening Class A AMS or A1 Ice Strengthening Class 1A AMS | 1 3/3E glace I or 1 3/3E Ice Class 1A | 1 A 1 ICE A or 1 A 1 ICE 1A | 100 A 4 E 3 MC | 100A1 Ice Class 1 LMC or 100A1 Ice Class 1A LMC | NS MNS Class A 1S | *KM L1 |
| Type C | A1 Ice Strengthening Class B AMS or A1 Ice Strengthening Class 1B AMS | 1 3/3E glace II or 1 3/3E Ice Class 1B | 1 A 1 ICE B or 1 A 1 ICE 1B | 100 A 4 E 2 MC | 100A1 Ice Class 2 LMC or 100A1 Ice Class 1B LMC | NS MNS Class B 1S | *KM L2 |
| Type D | A1 Ice Strengthening Class C AMS or A1 Ice Strengthening Class 1C AMS | 1 3/3E glace III or 1 3/3E Ice Class 1C | 1 A 1 ICE C or 1 A 1 ICE 1C | 100 A 4 E 1 MC | 100A1 Ice Class 3 LMC or 100A1 Ice Class 1C LMC | NS MNS Class C 1S | *KM L3 |



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Canada

Last updated: 01/18/99

APPENDIX 5

# MARINE NAVIGATION SERVICES FEES RATES EFFECTIVE 1 OCTOBER 1998

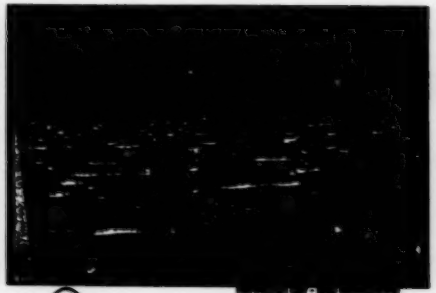
| REGION | FLAG | TYPE/SIZE | FEE |
|---|---|---|---|
| Western | Canadian | GT≥1000 | Fee of $5900 plus $0.45 per gross ton |
| Region | | 15≤GT<1000 | Fee of $300 plus $9.50 per gross ton |
| | | tug<br>5≤GT<1000 | Fee of $300 plus $9.50 per gross ton |
| | | fleet rental boat<br>GT< 15; length < 10m | Fee of $25 |
| | | all others<br>GT< 15 | Fee of $200 |
| | Foreign | coasting trade excluding barges | Monthly fee of $0.38 per gross ton |
| | | all other | Per-entry fee of $640 plus $0.028 per gross ton |
| Eastern Canada | Canadian | bulkers, container ships excluding barges of all types | Quarterly fee of $0.0070 per 100 tonne-kilometres |
| | | ferries | Quarterly fee of $1.65 per gross ton |
| | | all other | Quarterly fee of $1.14 per gross ton |
| | Foreign | cargo:<br>Laurentian & Central<br>Maritimes:<br><br><br>Newfoundland | per cargo tonne loaded/unloaded:<br>$0.152<br>Miramichi - $0.216<br>Bay of Chaleur - $0.160<br>PEI / Northumberland - $0.216<br>N.S. east coast - $0.107<br>Bay of Fundy - $0.089<br>$0.152 |
| | | cruise:<br>GT≤150<br>150<GT≤22,500<br>GT>22,500 | Per arrival fee of:<br>$300<br>$500<br>$1,500 |
| | | coasting trade | Monthly fee of $0.38 per gross ton |
| | | all other | Monthly fee of $0.38 per gross ton |

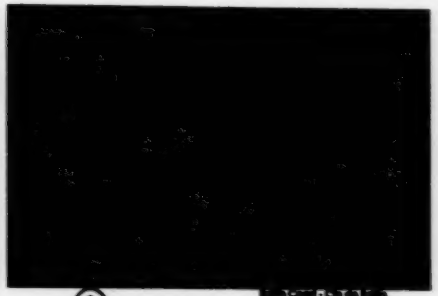
## APPENDIX 6

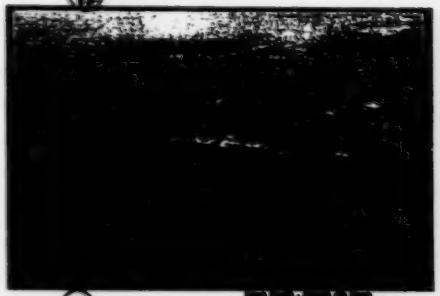
## ICE CHARTS

- FEBRUARY 1994 MAXIMUM
- MARCH 1998 MINIMUM
- GENERAL EXTENT

# Sea Ice - Glace de mer







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Environment Canada Environnement Canada

Canada

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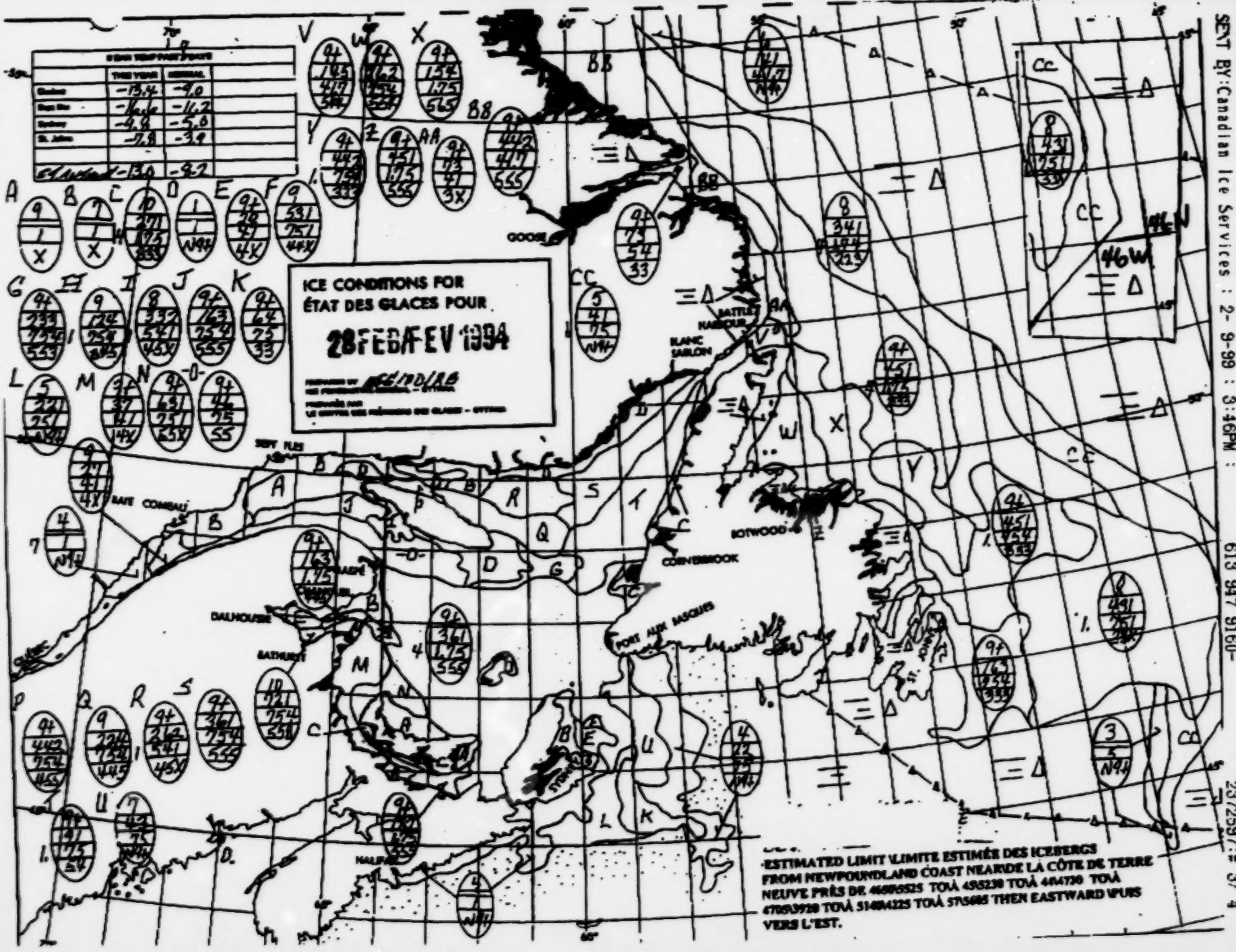


SENT BY:Canadian Ice Services : 2- 9-99 : 3:46PM : 613 947 9160-

28 FEV / FEB 28
1963-1982
MINIMUM ICE LIMIT
LIMITE MINIMALE DES GLACES
MEDIAN ICE LIMIT
LIMITE MEDIANE DES GLACES
MAXIMUM ICE LIMIT
LIMITE MAXIMALE DES GLACES
GODBOUT
BAIE COMEAU
BAIE DES HA! HA!
CHANDLER
BATHURST
MIRAMICHI
BELEDUNE

GROUPE
ROY CONSULTANTS
GROUP

548, ave. KING AVE., BATHURST, N.-B. E2A 1P7
TÉL.: (506) 548-4484 FAX: (506) 548-2207
INTERNET: roygroup@nbnet.nb.ca

**Date :** Febuary 25th 1999

**To/Destinataire :** Andy Flanigan **Fax/Téléc :** 800-237-4105

**Company/Compagnie :**

**c.c. :** **Fax/Téléc :**

**From/Expéditeur :** Jean-Claude Arsenault cet

**Subject/Objet :** Ferry Terminal **File/Réf :** 66-99-P

**Number of pages including cover sheet/Nombre de pages y compris la page couverture :** 3

***Message :***

Hello Andy; The following is a list of items to be considered for the costing of the ferry terminal project wich is presently under study.These figures are ballpark.If you wish to have these numbers refined we recommend that we meet for discussions.A more focused scope of work will permit us to provide a detailed cost estimate..

**SITE**

1) site

| | |
|---|---|
| -15000 square meters asphalted parking | 50,000 |
| -exdsting road to be up-graded and asphalted (400 meters) | 100,000 |
| -lift existing acid line | 200,000 |
| -railroad crossing | 5,000 |
| -new asphalted road (250 meters) | 100,000 |
| -2 pipe culvert crossing and fill | 50,000 |
| -widen exdsting berm for two lane traffic (150 meters) | 250,000 - |
| -modify exdsting wharf to receive ferry | 000,000 |
| (civil) sub total | 755,000 |

**BUILDING**

| | | |
|---|---|---|
| 2) landscaping | | 10,000 |
| 3) structural repairs | | 15,000 |
| 4) exterior envelope | | 30,000 |
| 5) roof repairs | | 15,000 |
| 6) windows | | 20,000 |
| 7) flooring | | 25,000 |
| 8) suspended ceiling | | 16,000 |
| 9) doors | | 20,000 |
| 10) counters and shelves | | 27,000 |
| 11) toilet partitions | | 10,000 |
| 12) interior finish (new partitions or re-finish walls) | | 80,000 |
| 13) mechanical | -plumbing | 30,000 |
| | -well,pump and septic field | 15,000 |
| | -ventilation (fresh air and a/c) | 45,000 |
| 14) electrical | -yard lighting | 20,000 |
| | -new panels,fixtures and heating(baseboards) | 40,000 |
| | -fire alarm | 4,000 |

15) demolition (interior partitions,...dows etc).....10,000

(building) sub total 432,000

**SOFT COSTS**

16) engineering,feasability study,professional services,etc (25%).....250,000

17) contingencies.....150,000

grand total (no taxes) 1,587,000

***Signature :*** Jean Claude Arseneault

**CROSSWATERS**
**TRADE BROKERS LTD.**

Fax # 506 237 4105

## Questionnaire

1. As a transportation company, do you ship goods to or from Newfoundland?

   ■ Yes, If yes do you ship in both directions? _____ (Y/N)
   ■ No, If no thank you for participating in this survey.

2. Approximately how many deliveries(loads) per year to and from Nfld?
   _____ To Nfld?
   _____ From Nfld?

3. On a scale of one to five, please indicate the originating province or country. For example, if most of your goods come from N.B. followed by P.E.I., Quebec and so on, put a 1 by NB, a 2 by P.E.I., a 3 by Quebec, etc.

| | | | |
|---|---|---|---|
| N.B. | _____ | Man.. | _____ |
| N.S. | _____ | Sask. | _____ |
| P.E.I. | _____ | Alberta | _____ |
| Quebec | _____ | B.C. | _____ |
| Ontario | _____ | U.S.A. | _____ |
| | | Other | _____ |

4. On the same scale of one to five, please indicate the destinations for goods shipped from Nfld.

| | | | |
|---|---|---|---|
| N.B. | _____ | Man. | _____ |
| N.S. | _____ | Sask. | _____ |
| P.E.I. | _____ | Alberta | _____ |
| Quebec | _____ | B.C. | _____ |
| Ontario | _____ | U.S.A. | _____ |
| | | Other | _____ |

5. List in descending order of volume, from most to least, goods that your company delivers to Nfld.

   1. _____ Most
   2. _____
   3. _____
   4. _____
   5. _____ Least

## Questionnaire

6. List in descending order of volume, from most to least, goods that your company Ships from Nfld.
   1. _____
   2. _____
   3. _____
   4. _____
   5. _____

7. When using ferry services does your driver and tractor cross the water to complete the delivery?
   - ■ Yes
   - ■ No

8. What route do your drivers most frequently use to and from Nfld?
   _____Highway to North Sydney and ferry to Port Aux Basque.
   _____Highway to North Sydney and ferry to St. John's.
   _____Other, please explain_____
   _____

9. Is your average per Km cost to Nfld more expensive than your average Km cost for other parts of Canada?
   - ■ Yes, if yes what is the average cost per Km to Nfld? _____
   - ■ No

10 In your opinion and experience, which of the following statements has the most potential for savings on a trip to or from Newfoundland? Please list your response from 1 to 4, where 1 has the most potential and 4 has the least.

   - Shorter Highway Distance _____
   - More Marine Access _____
   - Overall Shorter Travel Time _____
   - Overall Shorter Distance _____

## APPENDIX 9

## FERRY CHARGES

- FEES
- FARES
- TOLLS

# Fares and Tolls - Ferries


- Bay Ferries Limited - Yarmouth, NS to Bar Harbor, ME
- Bay Ferries Limited - Saint John, NB to Digby, NS
- C.T.M.A. Ferry - Souris, PE to Cap aux Meules, PQ
- Coastal Transport Limited - Black's Harbour, NB to Grand Manan, NB
- Marine Atlantic - North Sydney, NS and Port aux Basques, NF
- Marine Atlantic - North Sydney, NS and Argentia, NF
- Northumberland Ferries - Wood Islands, PEI to Caribou, NS
- Prince of Fundy Lines - Yarmouth, NS to Portland, ME


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## BAY FERRIES LIMITED - YARMOUTH, NS TO BAR HARBOUR, ME

| Commercial Vehicle Fares (CDN $) | |
|---|---|
| **One Way Fares** | |
| **Trucks, tractors, trailers (excluding driver)** | |
| Over 20' to 30' | $147.00 |
| Over 30' to 40' | $248.00 |
| Over 40' to 50' | $345.00 |
| Over 50' to 60' | $438.00 |
| Over 60' to 70' | $490.00 |
| Over 70' to 80' | $643.00 |
| **Drop Trailers** | |
| Over 20' to 30' | $147.00 |
| Over 30' to 40' | $248.00 |
| Over 40' to 50' | $345.00 |
| Handling Charge | $40.00 |

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## BAY FERRIES LIMITED - SAINT JOHN, NB TO DIGBY, NS

| Commercial Vehicle Fares (CDN $) | |
|---|---|
| **One Way Fares** | |
| **Trucks, tractors, trailers (excluding driver)** | |
| Over 20' to 30' | $75.00 |
| Over 30' to 40' | $92.00 |
| Over 40' to 50' | $149.00 |
| Over 50' to 60' | $172.00 |
| Over 60' to 70' | $183.50 |
| Over 70' to 80' | $197.00 |
| **Drop Trailers** | |
| Over 20' to 30' | $75.00 |
| Over 30' to 40' | $92.00 |
| Over 40' to 50' | $149.00 |

| | |
|---|---|
| Handling Charge | $40.00 |

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## C.T.M.A.FERRY - SOURIS, PE TO CAP AUX MEULES, PQ

| Commercial Trucks | |
|---|---|
| Tractors semi-trailers | $5.00 per foot |
| Heavy equipment | $29.50 per tonne |

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## COASTAL TRANSPORT LIMITED - BLACK'S HARBOUR, NB TO GRAND MANAN, NB

| Commercial Trucks | |
|---|---|
| Trucks, tractors, trailers | $6.35 per meter |

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## MARINE ATLANTIC - NORTH SYDNEY, NS TO PORT AUX BASQUES, NF

| Commercial Vehicle Fares (CDN $) | |
|---|---|
| **One Way Fares** | |
| **Trucks, Tractor & Trailer, or Other Specialized Vehicles (excluding driver) vehicles over 9'6" in width** | |
| 0' to 30' | $127.00 |
| Over 30' to 40' | $160.00 |
| Over 40' to 50' | $211.00 |
| Over 50' to 60' | $253.00 |
| Over 60' to 70' | $300.00 |
| Over 70' to 80' | $336.00 |
| Over 80' | $336.00 plus $5.50 per foot |
| **Drop Trailers - Trailers without tractors** | |
| 0' to 30' | $127.00 |
| Over 30' to 40' | $160.00 |
| Over 40' to 50' | $211.00 |
| Over 50' to 60' | $253.00 |
| Handling Charge | $40.00 |
| Dangerous Goods Surcharge | $25.00 |
| **Jockey Charges** | |
| Drop Trailers | $77.50 |
| Containers - Highway (on chassis) | $77.50 |

| Miscellaneous Charges |
|---|

| Extra Valuation Charge | |
|---|---|
| The charge for declaring additional value for any one package or unit of goods $0.55 per $100.00 or fraction thereof in excess of the base figure. | |
| **Vehicle loading - unloading charges (jockey charge)** | |
| (one charge includes both loading and unloading) | |
| Vehicles that move on own power | $30.00 |
| Trailers without tractors | $77.50 |
| Mobile homes without tractors | $77.50 |
| **Vehicle Storage Charges** | |
| Storage charges will be assessed on vehicles left at Marine Atlantic Ferry Terminals following a period of 72 hours which will commence at the first 8:00 A.M. after arrival. | |
| Vehicles that move on own power | Minimum Charge $50.00 |
| Trailers without tractors | Rate Per Foot $2.50 |
| Mobile Homes without tractors | |

[redacted]

## MARINE ATLANTIC - NORTH SYDNEY, NS TO ARGENTIA, NF

| Commercial Vehicle Fares (CDN $) | |
|---|---|
| **One Way Fares** | |
| **Trucks, Tractor & Trailer, or Other Specialized Vehicles (excluding driver)** | |
| 0' to 30' | $340.00 |
| Over 30' to 40' | $410.00 |
| Over 40' to 50' | $565.00 |
| Over 50' to 60' | $630.00 |
| Over 60' to 70' | $780.00 |
| Over 70' to 80' | $850.00 |
| Over 80' | $850.00 plus $16.50 per foot |
| **Drop Trailers - Trailers without tractors** | |
| 0' to 30' | $340.00 |
| Over 30' to 40' | $410.00 |
| Over 40' to 50' | $565.00 |
| Over 50' to 60' | $630.00 |
| Over 60' to 70' | $780.00 |
| Over 70' to 80' | $850.00 |
| Over 80' | $850.00 plus $16.50 per |
| Handling Charge | $40.00 |
| Dangerous Goods Surcharge | $10.00 |
| **Jockey Charges** | |
| Drop Trailers | $77.50 |
| Containers - Highway (on chassis) | $77.50 |

| Miscellaneous Charges |
|---|
| **Extra Valuation Charge** |
| The charge for declaring additional value for any one package or unit of goods $0.55 per $100.00 or fraction thereof in excess of the base figure. |
| **Vehicle loading - unloading charges (jockey charge)** |

| (one charge includes both loading and unloading) | |
|---|---|
| Vehicles that move on own power | $30.00 |
| Trailers without tractors | $77.50 |
| Mobile homes without tractors | $77.50 |
| **Vehicle Storage Charges** | |
| Storage charges will be assessed on vehicles left at Marine Atlantic Ferry Terminals following a period of 72 hours which will commence at the first 8:00 A.M. after arrival. | |
| Vehicles that move on own power<br>Trailers without tractors<br>Mobile Homes without tractors<br>Containers | Minimum Charge<br>$50.00<br>Rate Per Foot $2.50 |

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## NORTHUMBERLAND FERRIES - WOOD ISLANDS,PE TO CARIBOU, NS

| Commercial Vehicle Fares (CDN $) | |
|---|---|
| One Way Fares | |
| Trucks, tractors, trailers (excluding driver) | |
| 0' to 20' | $30.50 |
| Over 20' to 30' | $39.50 |
| Over 30' to 40' | $48.50 |
| Over 40' to 50' | $56.00 |
| Over 50' to 60' | $65.50 |
| Over 60' to 70' | $72.50 |
| Over 70' | $85.50 |

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## PRINCE OF FUNDY LINES - YARMOUTH, NS TO PORTLAND, ME

| Commercial Vehicles Fares | |
|---|---|
| Trucks, tractors, trailers | $7.00 per foot |
| Drop trailers | $15.00 |

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**Table C7**
**Number of Movements, Vessel Capacity and Tonnage Transported by Province and Port: International Shipping, 1995**

**Tableau C7**
**Nombre de mouvements, capacité des navires et tonnage transporté selon la province et le port: transport maritime international, 1995**

| Province Port | Ballast - Sur lest | | | Cargo - Cargaison | | | | |
|---|---|---|---|---|---|---|---|---|
| | Number of movements / Nombre de mouvements | Gross register tonnage / Jauge brute au registre | Net register tonnage / Jauge nette au registre | Number of movements / Nombre de mouvements | Gross register tonnage / Jauge brute au registre | Net register tonnage / Jauge nette au registre | Total tonnage handled / Tonnage total manutentionné | Containerized / Conteneurisé |
| | No. | GRT JBR | NRT JNR | No. | GRT JBR | NRT JNR | t | % |
| **Newfoundland - Terre-Neuve** | | | | | | | | |
| Argentia | 35 | 152 059 | 76 044 | 114 | 523 708 | 281 718 | 71 863 | 54.0 |
| Arnold's Cove | 7 | 1 400 | 1 127 | 7 | 1 400 | 1 127 | 2 386 | - |
| Bay Bulls | 2 | 3 688 | 1 483 | 5 | 9 865 | 3 370 | 1 758 | - |
| Bay Roberts | 5 | 4 728 | 2 840 | 6 | 11 127 | 6 821 | 2 461 | - |
| Botwood | 54 | 483 460 | 237 444 | 49 | 428 470 | 206 027 | 195 652 | - |
| Clarenville | 26 | 167 046 | 60 878 | 14 | 191 894 | 64 424 | 42 130 | - |
| Coley's Point | 3 | 11 861 | 6 190 | 2 | 5 462 | 2 209 | 3 911 | - |
| Come-By-Chance | 114 | 3 945 462 | 2 387 554 | 108 | 3 892 216 | 2 355 226 | 6 059 092 | - |
| Corner Brook | 61 | 720 205 | 333 489 | 130 | 1 050 030 | 490 663 | 372 324 | - |
| Dildo | 1 | 299 | 230 | 1 | 299 | 230 | 513 | - |
| Fortune | 615 | 136 429 | 70 668 | 139 | 20 943 | 8 090 | 7 697 | - |
| Goose Bay | - | - | - | 2 | 6 438 | 3 290 | 257 | 82.2 |
| Grand Bank | 1 | 982 | 394 | - | - | - | - | - |
| Harbour Grace | 35 | 70 885 | 28 516 | 39 | 73 699 | 29 434 | 14 885 | - |
| Holyrood | 13 | 385 458 | 231 408 | 12 | 374 514 | 225 523 | 433 005 | - |
| Lewisporte | 1 | 8 960 | 4 548 | 1 | 8 960 | 4 548 | 3 901 | - |
| Long Harbour | 3 | 1 266 | 901 | - | - | - | - | - |
| Long Pond | 7 | 43 662 | 23 739 | 7 | 43 662 | 23 739 | 39 950 | - |
| Marystown | 5 | 16 550 | 9 523 | 3 | 8 055 | 4 247 | 1 365 | - |
| Port Aux Basques | 4 | 8 054 | 2 960 | 4 | 8 054 | 2 960 | 1 307 | - |
| St. John's | 40 | 331 850 | 154 123 | 7 | 18 096 | 10 252 | 12 902 | - |
| Stephenville | 52 | 545 213 | 275 379 | 51 | 529 539 | 266 203 | 354 207 | - |
| **Total** | **1 085** | **7 039 517** | **3 909 438** | **701** | **7 206 431** | **3 990 101** | **7 621 564** | **0.5** |
| **Prince Edward Island - Île-du-Prince-Édouard** | | | | | | | | |
| Charlottetown | 71 | 670 626 | 278 525 | 34 | 236 545 | 123 783 | 120 408 | - |
| Georgetown | 5 | 29 169 | 19 430 | 2 | 17 990 | 11 552 | 10 914 | - |
| Souris | 9 | 43 916 | 22 922 | 7 | 32 338 | 17 396 | 17 786 | - |
| Summerside | 34 | 162 360 | 69 691 | 25 | 120 775 | 59 115 | 67 909 | - |
| **Total** | **119** | **906 071** | **390 568** | **68** | **407 648** | **211 846** | **217 017** | **-** |
| **Nova Scotia - Nouvelle-Écosse** | | | | | | | | |
| Baddeck | 9 | 79 631 | 23 442 | - | - | - | - | - |
| Cape Breton | 2 | 16 756 | 5 108 | - | - | - | - | - |
| Cohasset | 1 | 42 575 | 18 233 | 1 | 42 575 | 18 233 | 73 945 | - |
| Halifax | 817 | 17 364 537 | 8 143 086 | 1 512 | 50 594 833 | 20 875 399 | 10 675 916 | 33.4 |
| Hantsport | 97 | 1 201 994 | 510 490 | 97 | 1 201 994 | 510 490 | 1 648 088 | - |
| Little Narrows | 33 | 500 763 | 230 110 | 33 | 500 763 | 230 110 | 589 971 | - |
| Liverpool | 41 | 364 135 | 182 156 | 37 | 401 978 | 195 417 | 117 707 | - |
| Louisburg | 8 | 40 794 | 12 316 | - | - | - | - | - |
| Lunenburg | 4 | 50 610 | 15 712 | - | - | - | - | - |
| Mulgrave | 14 | 59 222 | 24 559 | 11 | 53 294 | 21 316 | 15 467 | - |
| North Sydney | 1 | 13 117 | 3 935 | - | - | - | - | - |

**Table C8**

**Number of Movements, Vessel Capacity and Tonnage Transported by Province and Port: Domestic Shipping, 1995**

**Tableau C8**

**Nombre de mouvements, capacité des navires et tonnage transporté selon la province et le port: transport maritime intérieur, 1995**

| Province Port | Ballast - Sur lest | | | Cargo - Cargaison | | | | |
|---|---|---|---|---|---|---|---|---|
| | Number of movements | Gross register tonnage | Net register tonnage | Number of movements | Gross register tonnage | Net register tonnage | Total tonnage handled | Containerized |
| | Nombre de mouvements | Jauge brute au registre | Jauge nette au registre | Nombre de mouvements | Jauge brute au registre | Jauge nette au registre | Tonnage total manutentionné | Conteneurisé |
| | No. | GRT JBR | NRT JNR | No. | GRT JBR | NRT JNR | t | % |
| **Newfoundland - Terre-Neuve** | | | | | | | | |
| Argentia | 4 | 29 988 | 15 976 | 4 | 29 988 | 15 976 | 18 455 | . |
| Baie Verte | 2 | 10 165 | 5 882 | 2 | 10 165 | 5 882 | 6 848 | . |
| Bay Roberts | 2 | 33 044 | 12 928 | 2 | 33 044 | 12 928 | 36 152 | . |
| Botwood | 25 | 230 858 | 143 665 | 22 | 279 875 | 180 123 | 168 333 | . |
| Burgeo | . | . | . | 104 | 118 040 | 54 704 | 85 | . |
| Burin | . | . | . | 1 | 736 | 353 | 230 | . |
| Carmanville | 1 | 4 490 | 3 176 | 1 | 4 490 | 3 176 | 4 220 | . |
| Catalina | 2 | 8 952 | 6 262 | 2 | 8 952 | 6 262 | 6 890 | . |
| Clarenville | 26 | 112 776 | 75 611 | 18 | 137 605 | 98 192 | 81 823 | . |
| Come-by-Chance | 6 | 44 226 | 22 479 | 8 | 45 515 | 23 385 | 49 030 | . |
| Corner Brook | 39 | 379 222 | 219 070 | 127 | 1 630 106 | 840 484 | 263 014 | 6.4 |
| Goose Bay | 11 | 73 662 | 43 950 | 623 | 2 319 098 | 1 330 494 | 112 758 | 7.6 |
| Grand Bank | 1 | 4 490 | 3 176 | 1 | 4 490 | 3 176 | 2 370 | . |
| Harbour Breton | . | . | . | 28 | 31 780 | 14 728 | 15 | . |
| Harbour Grace | 5 | 28 202 | 17 996 | 5 | 28 202 | 17 996 | 12 235 | . |
| Holyrood | 27 | 280 715 | 170 700 | 27 | 280 715 | 170 700 | 158 019 | . |
| Lewisporte | 12 | 76 593 | 45 994 | 690 | 2 596 545 | 1 464 772 | 145 155 | 11.6 |
| Long Pond | 7 | 38 117 | 21 847 | 7 | 38 117 | 21 847 | 36 818 | . |
| Marystown | 19 | 118 629 | 72 976 | 18 | 117 906 | 72 760 | 30 200 | . |
| NFLD nes/T.-N. nda | 34 | 209 490 | 128 155 | 5 064 | 14 056 988 | 7 645 815 | 201 561 | 4.6 |
| Port Hope Simpson | . | . | . | 288 | 836 424 | 443 382 | 1 856 | 19.1 |
| Port aux Basques | 18 | 172 915 | 68 977 | 442 | 3 351 343 | 1 064 669 | 135 800 | . |
| Ramea | . | . | . | 150 | 170 250 | 78 900 | 126 | . |
| St. Alban's | 1 | 4 490 | 3 176 | 1 | 4 490 | 3 176 | 4 660 | . |
| St. John's | 40 | 470 101 | 272 052 | 310 | 3 968 245 | 2 267 156 | 829 617 | 37.2 |
| Stephenville | 22 | 122 063 | 80 799 | 9 | 85 691 | 57 404 | 102 092 | . |
| Total | 304 | 2 483 188 | 1 434 847 | 7 954 | 30 188 800 | 15 898 440 | 2 408 363 | 15.0 |
| **Prince Edward Island - Île-du-Prince-Édouard** | | | | | | | | |
| Charlottetown | 167 | 447 946 | 298 930 | 306 | 1 117 430 | 656 247 | 533 942 | . |
| P.E.I.nes/Î.P.-É.nda | 95 | 37 050 | 30 851 | 20 | 24 892 | 24 892 | 46 561 | . |
| Souris | 30 | 9 228 | 7 994 | 8 | 7 752 | 7 752 | 16 776 | . |
| Summerside | 155 | 126 131 | 93 736 | 39 | 98 809 | 75 356 | 135 519 | . |
| Total | 447 | 620 353 | 431 511 | 373 | 1 248 883 | 764 247 | 732 796 | . |
| **Nova Scotia - Nouvelle-Écosse** | | | | | | | | |
| Cohasset | 12 | 755 130 | 315 187 | 11 | 712 555 | 296 954 | 652 696 | . |
| Halifax | 231 | 2 095 597 | 1 170 460 | 277 | 3 378 687 | 1 911 204 | 2 569 492 | 4.8 |
| Little narrows | 12 | 249 724 | 159 127 | 12 | 249 724 | 159 127 | 299 358 | . |
| Liverpool | 37 | 60 971 | 24 591 | 2 | 9 739 | 6 123 | 3 564 | . |
| Mulgrave | 31 | 166 777 | 83 428 | 7 | 115 654 | 45 248 | 79 407 | . |
| N.S. nes/N.-É. nda | 449 | 228 991 | 170 776 | 128 | 137 514 | 137 262 | 273 174 | . |
| North Sydney | 15 | 120 259 | 37 397 | 233 | 3 056 261 | 916 855 | 90 200 | . |